

# WE ARE, HIRING

*Join our Team*

## POSITION

Relationship Manager  
Corporate Banking

## HOW TO APPLY

Qualified candidates **MUST** send their CV & Cover Letter attached with all academic certificates. All applications **MUST** be sent electronically through

**Email: [recruitment.tanzania@ubagroup.com](mailto:recruitment.tanzania@ubagroup.com)**

Email subject line should read :

**RELATIONSHIP MANAGER - CORPORATE BANKING, JULY 2022.**

**Deadline: 29<sup>th</sup> July 2022**

## Qualifications

- Bachelors Degree from recognised University (With Second Class Lower GPA).
- O' Level certificate with Atleast 5 credits including Basic Mathematics and English Language.
- Minimum 3years in Relationship Management/ Marketing experience; Credit Experience.
- Advisory and Interpersonal skills.
- Relationship Management.
- Negotiation & Analytical skill.
- Product Development.
- Selling & Marketing skills.
- Good understanding of financial services sector.
- Internal Processes and policies of the bank.
- Leadership skill.
- Bank Products.

## Responsibilities

- Maximize account profitability by selling other products and services to the banks customers.
- Drive collections in customer's account which will be used for FX and other businesses.
- Identify and develop conglomerates banking relationships.
- Ensure proper documentation throughout the credit application and availment process.
- Sourcing for and monitoring of customer's tenured investment / facilities.
- Respond promptly and satisfactorily to customer's daily request and complaints.
- Prepare weekly and monthly statistics/performance reports for management use.
- Monitoring of the customer's main account regularly.
- Reconcile all transactions on customer's accounts where and when necessary.
- Assist with the processing of customer's letters of credit and invisible transactions.
- Initiate and carry out recovery action on non-performing credits facilities.
- Maintain comprehensive database of the customers' operational records including the existing and prospective customer data.
- Perform other duties as assigned by the Head Whole sale banking.

# WE ARE, HIRING

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## POSITION

Relationship Manager  
Institutional Banking



## HOW TO APPLY

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**Email: [recruitment.tanzania@ubagroup.com](mailto:recruitment.tanzania@ubagroup.com)**

Email subject line should read :

**RELATIONSHIP MANAGER - INSTITUTIONAL BANKING, JULY 2022.**

**Deadline: 29<sup>th</sup> July 2022**

## Qualifications

- Bachelors Degree from recognised University.
- Additional qualification in Finance, Business Administration.
- 4 Years working experience in Relationship Management.
- O' Level certificate with Atleast 5 credits including Basic Mathematics and English Language.
- Good knowledge of the financial Services sector.
- Global best practices in correspondent banking.
- Financial regulatory and trade finance knowledge.
- International Operations. Good interpersonal skills.
- Strong communication skills.
- Good team player.
- Good team player.
- Good analytical skills.
- Strong networking skills

## Responsibilities

- Market and recruit Institutional accounts.
- Prospect banking relationships from targeted financial institutions.
- Originate trade transactions .
- Appraise all Direct Placement Lines and FX requests from UBA subsidiaries and recommend same for approval.
- Participate in assessing risk assets of strategic partner banks originating from African countries where we have a presence.
- Liaise with other Banks to generate risk assets at minimum cost and risk to UBA Group

# WE ARE, HIRING

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## POSITION

Relationship Manager

Public Sector

## HOW TO APPLY

Qualified candidates **MUST** send their CV & Cover Letter attached with all academic certificates. All applications **MUST** be sent electronically through

**Email: [recruitment.tanzania@ubagroup.com](mailto:recruitment.tanzania@ubagroup.com)**

Email subject line should read :

**RELATIONSHIP MANAGER - PUBLIC SECTOR, JULY 2022.**

**Deadline: 29<sup>th</sup> July 2022**



## Qualifications

- Bachelors Degree from recognised University.
- Masters in Business administration is an added advantage.
- O' Level certificate with Atleast 5 credits including Basic Mathematics and English Language.
- 4 Years working experience in Relationship Management.
- Good Interpersonal skills.
- Excellent communications skills.
- Must be proactive and solution driven.
- Good knowledge of the business.
- Attention to details, Supervisory skills and advisor skills.
- Excellent Relationship Management Skills.
- Banking operations, policies and procedures.
- Bank products and services.
- Business development and acquisition.
- Credit and Marketing. Local Financial Regulations and retail banking.

## Responsibilities

- Design product offerings tailored to meet the needs of public sector in the country.
- Regular contacts with State Governors and other executives to push the Bank's public sector business.
- Liaise with branches to provide support in specific areas. §Support in pushing the Bank's existing Public Sector products( collections, payments, loans).
- Sell various bank products to the Public sector Staff.
- Participate in States' projects financing deals and mobilize deposits from them.
- Collate and review monthly performance for Head Whole sale Bank.