



WE ARE HIRING



Branch Manager

**Reporting to:
Head SME**



**Arusha,
Tanzania**

APPLY NOW

Ecobank Tanzania Limited
Human Resources

**A BETTER WAY
A BETTER AFRICA**

Job Summary:

- To grow the branch customer base in account numbers, deposits, and assets and manager's respective relationship at the branch level

Key Responsibilities

- To identify prospective commercial customers (Local Corporations, Small and Medium Enterprises) and/or not-for-profit organizations (NGOs) for prepaid cards sales.
- Manage client relationships to achieve the set sales targets and wallet share and ensure sustained business growth and profitability in the assigned customer segment.
- To sell, cross/upsell and deliver excellent sales and service of the bank's products and services whilst building long-term profitable customer relationships.
- To provide assistance and support to business Units in order to grow the relationships, business, and revenue profitably and cost-effectively.
- To understand client needs and objectives, and identify opportunities for all business units' clients in addressing or escalating problems and challenges relating to sustainable growth and profitability

Qualification&Experience:

- Bachelor's degree/ master's business related fields of study orequivalents.
- At least 5 years sales & products

Ecobank is committed to providing equal opportunities to all and fostering an inclusive and diverse workplace. To this end, we encourage applications from individuals regardless of their nationality, race, gender, age, social class, religion, beliefs, and disability while fully adhering to the local laws and regulations established where Ecobank operates.

Application Instructions:

- If you are interested and meet the selection criteria, please submit your Curriculum Vitae by November 11th, 2025 to ETZ-RECRUITMENT@ecobank.com
- Please note that only shortlisted candidates will be contacted

Ecobank Tanzania Limited
Human Resources


The Pan African Bank



WE ARE HIRING



**Relationship Officer
Commercial Banking**

**Reporting to:
Branch Manager**



**Dar es Salaam
Tanzania**

APPLY NOW

Ecobank Tanzania Limited
Human Resources

**A BETTER WAY
A BETTER AFRICA**

Job Summary:

- Achieve all operational excellence and financial targets through business growth and development set by the bank at branch level.

Key Responsibilities

- Delivery of sales, revenue, deposits, risk assets, targets, and efficiency ratio.
- Prepare and deliver on approved branch budgets.
- Responsible for strict cost management, including review of both direct and indirect costs generated by the branch. Achieve a cost/income ratio in the branch.
- Delivery on customer service standards, acquisition and client satisfaction levels, retention of high-performing clients, and growing share of wallet as per the target market.
- Build and develop a high-performing team by driving performance development and coaching to achieve productivity and efficiency.
- Ensure compliance with operations risk.
- Complies with branch layout standards, KYC, operating & risk policies and procedures.

Qualification&Experience:

- Educational Background: Bachelor's or master's degree Banking or Business Administration, Economics, Finance, or other related fields of study.
- Professional Experience: At least 5 years of experience in relationship management and branch operations.

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Human Resources

Ecobank
The Pan African Bank



WE ARE HIRING



**Relationship Officer,
Consumer banking**

**Reporting to:
Branch Manager**



**Arusha,
Tanzania**

APPLY NOW

Ecobank Tanzania Limited
Human Resources

**A BETTER WAY
A BETTER AFRICA**

Job Summary:

- Generate sustainable revenue, manage client relationships to achieve the set sales targets and wallet share and ensure sustained business growth and profitability at branch.

Key Responsibilities

- Identify business growth opportunities in the local market and develop appropriate strategies for capturing the market.
- Achieve revenue and cost targets to drive productivity
- Business development, revenue generation, efficiency improvement, profitability, and overall business process management in the Consumer Banking business.
- Drive customer service excellence and ensure competitive solutions and products are consistently delivered to consumer banking clients
- Drive a customer-centric mindset within the consumer banking system that will result in speedy product and service delivery
- Manage NPL of portfolio

Qualification&Experience:

- Bachelor's degree/ master's business-related fields of study or equivalents.
- At least 5 years sales & products experience with good knowledge on banking products and operations

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