

JOB TITLE: Country Representative, Tanzania

Sanlam Allianz Investments Ltd (SAIL) is a leading fund manager in the region and has a strong record of accomplishment in service delivery and performance. We are seeking to recruit an individual who will be responsible for leading the local team and managing the Tanzania branch's operations. They will be responsible for driving profitability growth of the branch primarily through business development activities. They will also be expected to build the Sanlam Allianz Investments brand and maintain strong client, regulator and other stakeholder relationships.

Reporting to the **Chief Executive Officer, the Country Representative** will have the following key responsibilities:

- Proactively develop and implement growth strategies for the Tanzania branch aligned with SAIL's objective to drive profitability growth.
- Drive growth of the unit trust business and actively develop institutional investment mandates by building partnerships across institutional, corporate and retail segments.
- Continuously build and maintain strong relationships with key stakeholders including regulators, clients, business leaders, partners, counterparties and other stakeholders.
- Strengthen brand visibility and credibility within the Tanzanian financial market.
- Prepare and present regular performance reports and strategy updates to clients.
- Manage the Tanzania team and champion a high-performance, ethical and client service culture.
- Maintain adherence to investment and business development guidelines and compliance as well as internal risk and compliance and regulatory requirements.
- Any other responsibilities as documented in your annual performance objectives and as may be assigned and communicated from time to time.

Qualifications and Experience

- Bachelor's degree in Business, Finance, Economics or related field.
- Relevant professional qualification in a business-related field would be an added advantage.
- 4 – 10 years' experience in business development and management in the financial sector – banking, insurance, financial services, investments etc.
- Have a good understanding of financial markets in Tanzania and the broader East African region.
- An extensive local network and an investment background is an added advantage.

Application deadline is 21st November 2025

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