

WE ARE Hiring

DUTY STATION: ARUSHA

VACANT POSITIONS:

Relationship Manager SME & Corporate – (2 Position)

Job summary: The Relationship Manager – SME and Corporate is responsible for leading, supervising, and growing a portfolio of Small and Medium Enterprise and Corporate clients through effective relationship management and team leadership. The role oversees Relationship Officers to ensure high-quality service delivery, portfolio growth, and sound credit management.

The Relationship Manager drives business development by identifying new opportunities, structuring appropriate financial solutions, and approving or reviewing credit proposals in line with the bank's policies. The role involves maintaining strong relationships with key clients, understanding their business needs, and ensuring alignment with suitable banking products.

Additionally, the Relationship Manager is accountable for portfolio performance, risk quality, compliance, and achievement of business targets. Strong leadership, deep knowledge of SME and Corporate lending, credit risk management, and market dynamics are essential to support sustainable growth and minimize credit risk while mentoring the team to high performance.

Skills and experience: Bachelor's degree in business management, banking and finance or related field from a recognized university. Three (3) years' experience in similar role or managerial position from Banking or financial institutions is preferred

Relationship Officers – SME (2 Positions)

Job Summary: Relationship Officer – SME and Micro are responsible for managing and growing a portfolio of Small and Medium Enterprise clients by providing tailored financial solutions and maintaining strong customer relationships. The role involves identifying business opportunities, assessing credit needs, preparing loan proposals, and ensuring timely follow-up and service delivery. The officer works closely with clients to understand their business goals and align banking products accordingly. Strong knowledge of SME lending, risk assessment, and market trends is essential to drive portfolio growth and minimize credit risk.

Skills and experience: Bachelor's degree in business management, banking and finance or related field from a recognized university. Two (2) years' experience in similar roles from Banking or financial institutions is preferred

REMUNERATION:

All positions carry a competitive salary and packages commensurate with qualifications and experience to successful candidates



POINTS TO NOTE

- Maendeleo Bank Plc promotes inclusion workplace, therefore qualified women and people with disability are encouraged to apply.
- Please note that the Maendeleo Bank does not charge any fees at any stage of the application or recruitment process. Any requests for payment should be treated as fraudulent and do not reflect our Bank's best practices.

SEND YOUR CV TO:

Managing director: hr@maendeleobank.co.tz

APPLY BEFORE: 31ST DECEMBER 2025

 **0800 750 089**

 info@maendeleobank.co.tz

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