

WE ARE HIRING



**Trade
Finance Officer**

Reporting to:
Manager,
Trade Finance



**Dar es Salaam,
Tanzania**

APPLY NOW

Job Summary:

Support in the management of sales strategy for trade finance, value chain programs and working capital solution for Corporate and Commercial customers.

Drive utilization, penetration and dormancy management for all trade products and ensure relevant teams are properly trained

Key Responsibilities

- Managing sales pipeline – Pursue sales leads including new to bank and cross selling to existing customers by leading identification, processing to activation of customers.
- Manage facility utilizations – Drive fees collections, issuance, and utilization of committed trade finance facilities to different customers meanwhile managing business/credit risks
- Offer customer support services – Advise customers on deal structuring, proper usage, and train colleagues to grow trade finance customer base and sales volumes on all the Trade finance channels
- Planning & Reporting – Prepare proposals and business requirements documents to serve potential customers, plan and report performances on specific customers, products, and segments for different bank's stakeholders.
- Drive costs and revenue numbers – prepare product performance reports and take initiatives to reduce costs, reduce leakages meanwhile increasing revenue base for Trade

Qualification & Experience:

- Educational Background:

Bachelor's degree in Finance, Accounting, Economics or business related field.

- 3 years' experience in Trade finance sales & operations.

"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 **January 28, 2026** to **ETZ-RECRUITMENT@ecobank.com**.

Please note that only shortlisted candidates will be contacted.

WE ARE HIRING



**Senior
Risk Officer**

Reporting to:
Head of Risk
and Internal Control



**Dar es Salaam,
Tanzania**

APPLY NOW

Job Summary:

To support effective identification, measurement, monitoring, and reporting of key financial and non-financial risks in line with the Bank's risk appetite, internal policies, and regulatory requirements.

Key Responsibilities

- Ensure compliance with Bank of Tanzania prudential limits and various internal risk policies .
- Ensure that the risk policies are fully implemented in the bank.
- Drive preparation of ICAAP and ILAAP reports in line with the bank's internal framework and regulatory requirement
- Monitor the set Limits for dealers, products and obligors, liquidity risks and trading credit risk positions
- Conduct an initial review of all limit requests, liquidity funding and contingency plans, and stress testing procedures for the affiliate and monitor daily and periodic risk indicators.
- Participate in risk assessment of strategic initiatives, budgets, and business plan
- Support implementation of the Bank's ESG policies and alignment with BOT guidance and good international practice.
- Participate in enterprise-wide risk assessments and risk self-assessment exercises.

Qualification & Experience:

- Educational Background:

Bachelor's degree in finance, Economics, Accounting, Risk Management, or related field.

- Minimum 2–4 years' experience in risk management, treasury, finance, or other related banking functions.

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WE ARE HIRING



**Relationship Manager
Local Corporates**

Reporting to:
Head of
Commercial Banking



**Dar es Salaam,
Tanzania**

APPLY NOW

Job Summary:

To lead the local corporate banking division, delivering comprehensive financial solutions to domestic mid- and large-cap corporations across diverse industries. The role is responsible for strategic client acquisition, relationship management, credit structuring, cross sell initiatives and portfolio oversight to drive sustainable growth and profitability.

Key Responsibilities

- Acquire new corporate clients and deepen relationships with existing customers to grow loans, deposits, trade finance and fee income.
- Develop tailored solutions including working capital facilities, term loans, trade services, cash management, FX and treasury products.
- Lead portfolio management, monitoring covenants, reviewing performance and managing early warning signs to maintain asset quality.
- Coordinate with product, treasury and trade finance teams to deliver competitive pricing and bespoke solutions.
- Lead strategic account planning, pipeline management and deal origination activities.
- Develop strategic partnerships with professional service firms, business associations and government agencies to expand reach.
- Drive adoption of digital channels, cashless payment solutions and automation in corporate banking services.
- Growth in corporate loans, deposits, trade volumes and fee income

Qualification & Experience:

• Educational Background:

Bachelor's degree in Finance, Business or a related field; master's degree or professional certification.

• 5 years of experience in corporate banking with significant exposure to credit structuring and relationship management

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