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**Formidable
Business Team**

Launch your promising career at Access Bank Tanzania.
Submit your application today and start shaping your future.

Positions:

Relationship Manager, Corporate - Dar es Salaam

Relationship Officer, Corporate - Dar es Salaam

Relationship Manager, Commercial - Dar-es-Salaam, Arusha, Dodoma, Mwanza

Relationship Manager, Public Sector - Dar-es-Salaam

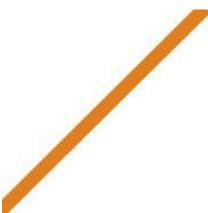
Relationship Manager, SME & Branch Network- Dodoma

Visit careers@accessbankplc.com to submit your application
Deadline: 30th March 2026

Only successful candidates will be contacted.



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Job Title: Relationship Manager, Corporate
Job Description

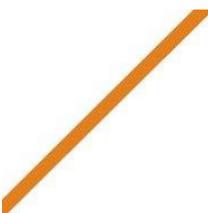
- Development of new business.
- Draw up work schedules for identifying and marketing prospective customers.
- Maintain good public relations with current and prospective customers.
- Plan and report on Marketing calls for the unit.
- Structure credit facilities to address customers' needs and prepare/review credit proposals with the Group Head.
- Monitor and ensure customers' compliance with credit agreements.
- Present to and defend proposals before the Credit Committee.
- Provide on-the job training for Account Officers.
- Negotiate foreign exchange and credit rates with customers within limits set by the bank to ensure maximum profitability to the bank.
- Monitor the unit's performance against monthly/quarterly/annual plans.
- Prepare the Unit's annual budget for consolidation and incorporated into the Group budget by the Group Head.
- Prepare and present the Unit's Monthly Profitability Report (MPR) to the Group.
- Appraise supervised Relationship Officers.
- Perform other duties as assigned by management.

Deadline: 30th March 2026

Location: Dar-es-Salaam



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Job Title: Relationship Officer, Corporate

Job Description

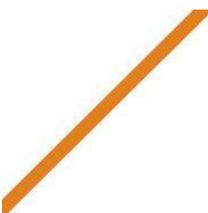
- New Business Development.
- Credit processing and Appraisals.
- Close Monitoring of Credit relationships and loan recoveries.
- Maintain good public relations with current and prospective customers .
- Achieving set Earnings and Balance Sheet Targets.
- Analyze and interpret financial data and recommend on the credit worthiness of the customer.
- Attend Credit Committee meetings with the Relationship Manager.
- Prepare periodic reports for the team
- Perform other duties as assigned by the Relationship Manager

Deadline: 30th March 2026

Location: Dar-es-Salaam



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Job Title: Relationship Manager, Commercial

Job Description

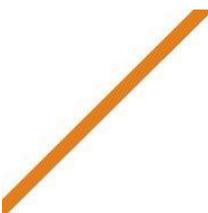
- Develop new business.
- Implementation of Commercial Banking Strategy.
- Development of Commercial Banking products and services.
- Management and maintenance of existing customer relationships and development of new customer relationships.
- Management of credit risk framework.
- Fund the bank with cheap liabilities.
- Prepare weekly reports.
- Achieve profitability, deposit, and other performances targets.
- Monitor the unit's performance against monthly/quarterly/annual plans.
- Prepare the team's annual budget for consolidation and incorporation into the bank's budget.
- Prepare and present the monthly profitability report (MPR) to the banks management.
- Appraise relationship officers
- Perform other duties as assigned by management.

Deadline: 30th March 2026

Location: Dar-es-Salaam, Arusha, Dodoma, Mwanza



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Job Title: Relationship Manager, Public Sector

Job Description

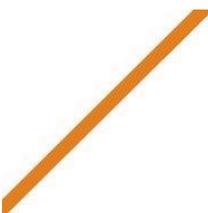
- Development of new business.
- Implementation of the Bank's public sector strategy.
- Development of public sector products and services.
- Management and maintenance of existing customer relationships and development of new customer relationships.
- Management of credit risk framework.
- Fund the bank with cheap liabilities.
- Prepare weekly reports.
- Achieve profitability, deposit and other performances targets.
- Monitor the unit's performance against monthly/quarterly/annual plans.
- Prepare the team's annual budget for consolidation and incorporation into the banks's budget.
- Prepare and present the monthly profitability report (MPR) to the banks management.
- Appraise relationship officers.

Deadline: 30th March 2026

Location: Dar-es-Salaam



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Job Title: Relationship Manager, SME & Branch Network

Job Description

- **Business development:** Actively acquiring new SME customers and cross-sell banking products (loans, FX, trade services) to existing clients to increase wallet share.
- **Credit Analysis & Risk:** Prepare credit memos and financial proposals, analyze client creditworthiness, and monitor portfolio performance to manage risk and minimize non-performing loans (NPLs).
- **Relationship Management:** Act as the primary contact for clients, addressing queries, building long-term relationships, and conducting regular portfolio reviews.
- **Sales Targets:** Achieve set financial targets for assets (loans) and liabilities (deposits) within the bank's risk framework.
- **Compliance:** Adhere to know your customer (KYC), Anti-Money Laundering (AML), and internal regulatory policies.

Deadline: 30th March 2026

Location: Dodoma



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