



1. JOB TITLE: Direct Sales Agent (Dodoma Branch)

Job Overview

Business Segment: Personal & Private Banking

Company: Stanbic Bank Tanzania

Location: TZ, undefined, Dodoma, Dodoma

Job Type: Part-time

Job Ref ID: 80441290A-0003

Date Posted: 21/05/2026

Job Description

The Direct Sales Agent (DSA) responsible for driving customer acquisition, onboarding, and revenue growth through direct engagement with prospective clients. The role involves promoting bank products and services, developing customer relationships, and achieving assigned sales targets.

Qualifications

Type of Qualification: First Degree

Field of Study: Business Administration, Accounting, Finance or related field.

Key Responsibilities

- Actively source, engage, and acquire new customers through field visits, referrals, and networking.
- Promote and sell the bank's products and services (e.g., accounts, loans, deposits, insurance, cards, etc)
- Conduct product presentations, explain features and benefits, and address customer queries.
- Ensure completion of account opening forms and documentation in compliance with KYC and regulatory requirements.
- Achieve daily, weekly, and monthly sales targets as assigned.
- Provide regular feedback on customer needs, market trends, and competitor activities.
- Maintain strong relationships with customers for retention and cross-selling opportunities.
- Represent the bank professionally in all customer interactions.
- Develop business opportunities by following up leads generated.
- Conduct cold calling in a planned manner, focusing on potential high value prospects.
- Proactively identify and follow-up on new business in order to increase market share.
- Market and provide information on the Personal Banking product to customers.
- Follow-up on sales to ensure that customer needs have been met.
- Provide additional information to ensure support on the products and identify problems.
- Successfully hand over customer relationships to the Personal Banker, Branch Manager and business development managers under employee value banking (EVB).
- Ensure that all service level agreements are complied and keep abreast of changes in this regard.
- Attend to all enquiries that may arise from the client, Credit or at Branch level.
- Conduct a needs analysis to identify customer needs effectively when opening new accounts or giving product advice, in line with guidelines and product requirements

Additional Information

Behavioural Competencies:

- Articulating Information

- Checking Things
- Documenting Facts
- Examining Information
- Following Procedures
- Interacting with People
- Meeting Timescales
- Producing Output
- Taking Action
- Team Working
- Thinking Positively
- Upholding Standards

Technical Competencies:

- Bookkeeping
- Data Management (Administration)
- Reconciling Financial Records
- Records and Archive Management
- Written Communication

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2. JOB TITLE: Senior Manager, Transactional Banking

Job Overview

Business Segment: Business & Commercial Banking

Company: Stanbic Bank Tanzania

Location: TZ, Dar es Salam, Dar es Salaam, Kinondoni Road

Job Type: Full-time

Job Ref ID: 80386253A-0001

Date Posted: 21/05/2026

Job Description

To drive the entrenchment of client relationships and to maximize cross-selling revenues and client profitability while providing effective client support and relationship development relating to Transaction Banking products. Their core responsibility is to defend and grow the BCB deposit client base and transactional business by solutioning for the client entire cashflow cycle and value chain. This includes cross-border payments, collections and payments.

Qualifications

Type of Qualification: First Degree

Field of Study: Business Commerce or related field

Experience Required

Relationship Banking (Client Coverage)

Business & Commercial Banking

5-7 years

Experience in general banking i.e. products and processes. Experience in data mining and forecasting. Knowledge of Customer Experience Solutioning and digital design principles. Experience with UI/CI and UX/CX design principles. Experience in Agile and Safe methodologies. Experience in using the data experience principles e.g. dashboard development, data sourcing and report development.

- Develops and implements a roadmap for the Domestic and Cross-Border Payments business, which includes revenue generation, competitor analysis, customer segments, and product development.
- Recommends enhancements and developments to the domestic and cross-border payment product capabilities and collections capabilities.
- Drives increased growth in revenue and leverages on existing data, insights and analysis (e.g. develops new product capabilities/enhancements, marketing plans, pricing, and commercialisation and improves end-to-end processes).
- Engages and influences key stakeholders (e.g., Business Banking and Commercial Banking segment and sector; Credit; Risk and Compliance; Operations; IT; Transactional Products and Services (TPS); and relevant management committees in order to drive the Business Banking strategic agenda.

- Provide input into client data and business requirements and ensures that input from a user perspective is provided, informing solution and process design, ensuring delivery of what matters to customers and users.

Additional Information

Behavioural Competencies:

- Embracing Change
- Empowering Individuals
- Establishing Rapport
- Generating Ideas
- Making Decisions
- Producing Output
- Pursuing Goals
- Showing Composure
- Taking Action
- Team Working
- Understanding People
- Valuing Individuals

Technical Competencies:

- Economic Capital Management
- Risk Identification
- Risk Reporting
- Risk Response Strategy
- Risk/Reward Thinking

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