



AKIBA COMMERCIAL BANK PLC  
*benki kwa maendeleo yako*

# JOIN OUR TEAM



**POSITION: SENIOR MANAGER,  
CORPORATE BANKING**



**BASED IN: DAR ES SALAAM**



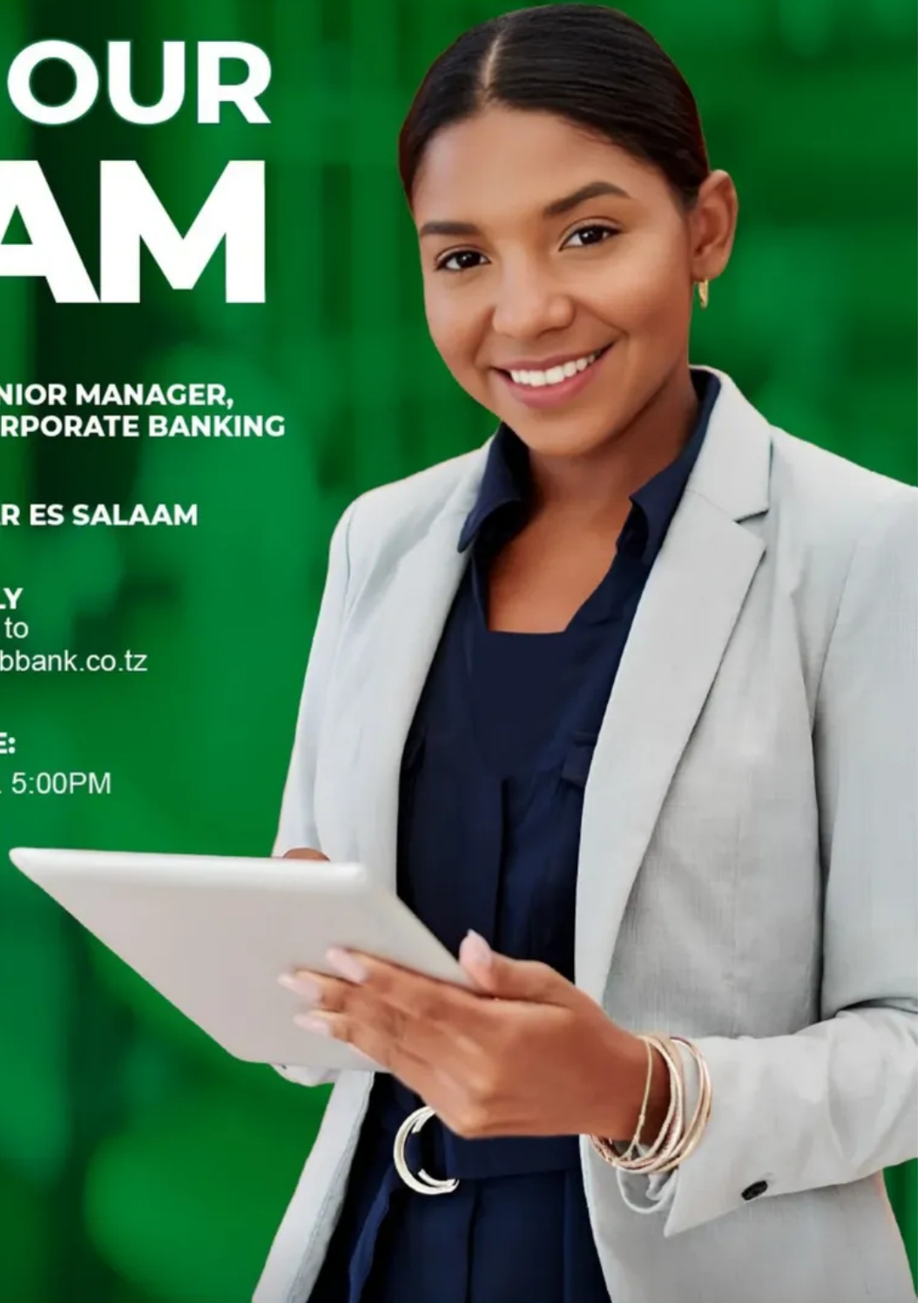
**HOW TO APPLY**

Submit your CV to  
[recruitment@acbbank.co.tz](mailto:recruitment@acbbank.co.tz)



**CLOSING DATE:**

10<sup>th</sup> JUNE 2026. 5:00PM



0800 750 336 Toll Free  
[support@acbbank.co.tz](mailto:support@acbbank.co.tz)  
[www.acbbank.co.tz](http://www.acbbank.co.tz)



WhatsApp Channel  
**Akiba Commercial Bank Plc**  
+255 755 202 011

Reporting to the Chief Commercial Banking Officer, the Senior Manager Corporate Banking will be responsible for growing and proactive management of Corporate credit and liabilities portfolio.

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## THE ROLE

- Achieving business targets for assets and liabilities revenue, costs and number of customers.
- Marketing the ACB brand and strengthening local competitiveness
- Development of new business and growing the customer base
- Ensuring the business segment attains efficient, profitable and sustainable growth/quality.
- Delivering superior service to the clients and optimizing synergies
- Develop proactive market plans that optimize the Bank's wholesale business and address corporate customer needs
- Develop, execute and manage commercial strategy and tactical business plans,;
- Cross sell bank's products and services.
- Build and manage rapport with corporate clients so as to ensure optimum customer acquisition, retention and income generation from sales of all appropriate Assets, Liability and other products of the bank.
- Ensuring delivery of industry-leading customer service, premier on boarding experience and advisory service to new and existing Corporate Customers.
- Manage key customer relationships through regular contacts and visits by ensuring the effective call program is maintained on all assigned and prospect customers.
- Acting as the prime interface between the Bank and the selective high net-worth corporate customer.
- Performing any other duties as may be delegated or assigned from time to time



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## THE CANDIDATE

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- University Degree in Economics, Business Administration, Finance, Marketing;
- Relevant work experience in Corporate Banking.
- Strong credit analysis, documentation and relationship management skills.
- Ability to assess customer needs and develop products that suits their needs.
- Experience in structured trade finance, syndication and project financing will be an added advantage.
- Posses in-depth understanding and knowledge of Corporate Banking Products.
- Proven sales experience in a client relationship role within corporate banking.
- Ability to work to deadlines with proven time management skills.
- Team player
- Strong interpersonal skills

## APPLICATION INSTRUCTIONS

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# JOIN Us



**POSITION: SENIOR MANAGER-  
TREASURY**



**BASED IN: DAR ES SALAAM**



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## JOB PURPOSE

To lead and manage the Bank's treasury function, ensuring optimal liquidity management, effective financial risk mitigation, regulatory compliance, and prudent investment strategies.

## KEY RESPONSIBILITIES:

- Develop and implement treasury strategies aligned with the Bank's objectives.
- Manage liquidity, cash flow forecasting, and funding requirements.
- Oversee interbank placements, borrowings, and investment portfolios.
- Monitor and manage interest rate, foreign exchange, and liquidity risks.
- Maintain strong relationships with regulators and financial institutions.
- Ensure compliance with regulatory requirements and internal policies.

## THE CANDIDATE

- Bachelor's degree in Finance, Accounting, Economics, or related field.
- Professional Qualifications in Treasury Management and related field are preferred.
- Minimum of 8 years of work experience in Treasury Management with at least 3 years in managerial role.
- Strong analytical, leadership, and strategic decision-making skills.

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