

Exciting Career Opportunity!

We are currently seeking for **Relationship Manager (Dar es Salaam and Zanzibar)**

The successful candidate will be responsible for the following duties and responsibilities;

- Pursuit of new and clean financing and other related deals by negotiating with customers.
- Prioritize the workload to ensure timely feedback to customers.
- Analyze the creditworthiness and recommend an optimal amount of global credit support for each customer.
- Evaluate actual and potential returns on each customer from your assigned portfolio.
- Maintain a continuous growth path of the assigned portfolio in accordance with Banks strategic plans.
- Using of existing customers as referral for new customers.
- Increase bank's customer base by recruiting new customers for Asset backed facilities and other products.
- Conduct customer visits.
- Provide relevant and timely information about clients on portfolio.
- Participate on departmental meetings to defend facility proposals.
- Ensure the achievements of revenue according to set target.
- Achieve the contracted business growth targets in assigned segments.
- Improve and maintain follow-ups and control.
- Ensure that the negative variances are properly defined, and corrective actions are taken.
- Minimizing risk and ensure KYC and AML procedures are followed.
- Maintain a minimum NPF ratio as set standards.
- Liaise with Financing Management Department in making sure customers' requirements are appropriately accomplished.

Key Competency Requirements:

- Knowledge on risks and profitability involved in the transactions.
- Knowledge on Sharia Compliance products.
- Understanding of Tanzanian economy and financial situation.
- Good communication and interpersonal skills.
- Good selling and networking skills.
- Excellent team player.
- Customer Service skills
- Good understanding of banking products and transactions

Qualifications and Experience required:

- Bachelor's degree in Marketing, Finance, Accounting, Business Administration, or any other related field.
- 5 years of work experience in banking business.

Reports to: Head of Business

Deadline for submission of application is 1st July 2026.

All applications (include application letter, Resume, academic and professional certificates) should be done through **jobs@amanabank.co.tz**

Only shortlisted candidates will be contacted.