



AKIBA COMMERCIAL BANK PLC
benki kwa maendeleo yako

JOIN Us



**POSITION: RELATIONSHIP MANAGER -
PERSONAL BANKING**



BASED IN: DAR ES SALAAM



HOW TO APPLY

Submit your CV to
recruitment@acbbank.co.tz



CLOSING DATE:

31th JULY 2026. 5:00PM



0800 750 336 Toll Free
support@acbbank.co.tz
www.acbbank.co.tz



WhatsApp Channel
Akiba Commercial Bank Plc

JOB SUMMARY

Responsible for promoting sustainable financial solutions to individuals so as to foster economic development of the Nation.

DUTIES AND RESPONSIBILITIES

- Be accountable for the end to end process (Acquisition and relationship management of Group Schemes).
- Work with branches to create a pipeline of potential companies for Sales constantly bringing in new names in the pipeline and signing up ready deals.
- Act as the contact and liaison point for the companies in their portfolio and arrange for sales and marketing activities in their portfolio of companies.
- Act as the point of escalation and resolution for issues from the sales teams in relation to their portfolio companies.
- To ensure that vetting of the acquired company has been undertaken through Credit Risk to ensure only quality names are signed up.
- Communication with the Branch Personal Banking Team and branches as a whole on the product offering and requirements for companies in their portfolio.
- Manage Product/Proposition briefs to the assigned branches and Branch Personal Banking Team.
- To achieve the Sales proposition and product range penetration in acquired companies.



0800 750 336 Toll Free
support@acbbank.co.tz
www.acbbank.co.tz



WhatsApp Channel
Akiba Commercial Bank Plc

- To ensure excellent business relationships and high customer satisfaction levels are in place with all allocated relationships on an ongoing basis.
- To ensure a seamless end to end customer service (from origination up to fulfilment) in the acquired companies.

THE CANDIDATE

Qualifications

- Degree in Business Administration or related
- Minimum of 3 years in related field.
- Experience in Sales and Relationship Management
- Strong selling, presentation and negotiation skills.
- Good understanding of credit risk analysis and risk management processes
- Leadership skills- Ability to formulate business strategy and articulate it across all levels of the organization.
- Service Excellence.
- Excellent communication and interpersonal skills.

APPLICATION INSTRUCTIONS

Please submit your CV through below email address not later than 31st July 2026.

Email: recruitment@acbbank.co.tz



0800 750 336 Toll Free
support@acbbank.co.tz
www.acbbank.co.tz



WhatsApp Channel
Akiba Commercial Bank Plc

JOIN Us



POSITION: CREDIT ANALYST



BASED IN: DAR ES SALAAM



HOW TO APPLY

Submit your CV to
recruitment@acbbank.co.tz



CLOSING DATE:

31th JULY 2026. 5:00PM



0800 750 336 Toll Free
support@acbbank.co.tz
www.acbbank.co.tz



WhatsApp Channel
Akiba Commercial Bank Plc

JOB PURPOSE

Conducting comprehensive credit assessments of loan applications by evaluating the financial, operational, and business risks associated with prospective and existing borrowers. The role ensures that all credit proposals comply with the Bank's Credit Policy, regulatory requirements, and prudent lending principles while supporting sound credit decision-making and maintaining the quality of the Bank's loan portfolio

KEY RESPONSIBILITIES:

- Conduct detailed financial analysis of individual and corporate borrowers, including ratio analysis, cash flow analysis, repayment capacity assessment, and financial projections.
- Analyse customers' business operations, industry trends, and market conditions to identify key credit risks and mitigating factors.
- Prepare comprehensive credit appraisal reports with clear recommendations for approval or decline based on the Bank's lending policies and risk appetite.
- Evaluate proposed collateral to ensure adequacy, enforceability, and compliance with the Bank's security requirements.
- Ensure all credit applications comply with internal Credit Policy, Bank of Tanzania regulations, AML/CFT requirements, and other applicable regulatory guidelines.
- Apply appropriate credit risk rating methodologies and recommend suitable loan structures, pricing, covenants, and risk mitigants.
- Monitor turnaround times to ensure prompt processing of credit applications while maintaining quality standards.



0800 750 336 Toll Free
support@acbbank.co.tz
www.acbbank.co.tz



WhatsApp Channel
Akiba Commercial Bank Plc

- Ensure timely application for regulatory approvals or waivers where required, including concentration limit exemptions.
- Prepare portfolio, management, and regulatory reports as required.
- Participate in periodic portfolio reviews and identify accounts requiring enhanced monitoring or remedial action.
- Support business units by providing technical guidance on credit structuring and policy interpretation

THE CANDIDATE

- Bachelor's degree in finance, Accounting, Banking, Economics, Business Administration, or a related discipline from a recognized university.
- A minimum of three (3) years' relevant banking experience, of which at least two (2) years must be in credit analysis, credit risk management, credit underwriting, corporate lending, or relationship management involving credit assessment responsibilities.
- Strong financial analysis and credit assessment skills.
- Good commercial judgement and decision-making ability

APPLICATION INSTRUCTIONS

Please submit your application and Curriculum Vitae to below email address not later than 31th July 2026

recruitment@acbbank.co.tz



0800 750 336 Toll Free
support@acbbank.co.tz
www.acbbank.co.tz



WhatsApp Channel
Akiba Commercial Bank Plc



AKIBA COMMERCIAL BANK PLC
benki kwa maendeleo yako

JOIN OUR TEAM



**POSITION: RELATIONSHIP MANAGER –
CHINESE DESK**



POSITION BASED IN:
Dar Es Salaam



HOW TO APPLY
Submit your CV to
recruitment@acbbank.co.tz



CLOSING DATE:
31st JULY 2026. 5:00PM



0800 750 336 Toll Free
support@acbbank.co.tz
www.acbbank.co.tz



WhatsApp Channel
Akiba Commercial Bank Plc

The Relationship Manager – Chinese Desk is responsible for developing, managing, and growing relationships with Chinese corporate clients, investors, entrepreneurs, and businesses operating in Tanzania. The role serves as the primary contact for the Bank's Chinese-speaking customer segment by providing tailored banking solutions, exceptional customer service, and strategic financial advice while driving business growth, profitability, and portfolio quality..

THE ROLE

- Develop and implement strategies to grow the Chinese Desk portfolio.
- Acquire new Chinese corporate, SME, and high-net-worth clients.
- Identify opportunities for cross-selling the Bank's products and services.
- Build a sustainable pipeline of quality business opportunities.
- Conduct regular market intelligence on Chinese investments and businesses operating in Tanzania.
- Participate in business forums, trade exhibitions, and networking events targeting the Chinese business community.
- Relationship Management
- Serve as the primary relationship manager for Chinese Desk customers.
- Build and maintain long-term relationships with clients through regular engagement.
- Understand customers' business needs and provide appropriate financial solutions.
- Coordinate with internal stakeholders to ensure efficient service delivery.
- Resolve customer complaints promptly and professionally.



0800 750 336 Toll Free
support@acbbank.co.tz
www.acbbank.co.tz



WhatsApp Channel
Akiba Commercial Bank Plc

- Conduct periodic portfolio reviews and client visits
- Maintain strong relationships with regulators and financial institutions.
- Ensure compliance with regulatory requirements and internal policies.

THE CANDIDATE

- Bachelor's Degree in Banking, Finance, Business Administration, Economics, Commerce, or a related field.
- Professional banking qualification will be an added advantage.
- Fluency in Mandarin Chinese and English (spoken and written) is highly desirable. Knowledge of Swahili is an added advantage.
- Minimum of 5 years' experience in Relationship Management, Corporate Banking, Business Banking, or Commercial Banking.
- Proven experience in credit analysis and portfolio management.
- Experience working with Chinese businesses or international clients is an added advantage.

APPLICATION INSTRUCTIONS

Please submit your CV through below email address not later than 31st July 2026.

Email: recruitment@acbbank.co.tz



0800 750 336 Toll Free
support@acbbank.co.tz
www.acbbank.co.tz



WhatsApp Channel
Akiba Commercial Bank Plc