



AKIBA COMMERCIAL BANK PLC
benki kwa maendeleo yako

JOIN OUR TEAM

**WE ARE
HIRING**



POSITION: SALES MANAGER



BASED IN: DAR ES SALAAM



HOW TO APPLY

Submit your CV to
recruitment@acbbank.co.tz



CLOSING DATE:

3rd OCTOBER 2026. 5:00PM



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



WhatsApp Channel
Akiba Commercial Bank Plc

Akiba Commercial Bank PLC is seeking a dynamic, results-oriented and commercially driven professional to join our team as Sales Manager.

The successful candidate will be responsible for managing and coordinating the Bank's DSA network across all branches, driving customer acquisition, sales growth, productivity and achievement of approved business targets through effective management of the DSA channel.

THE ROLE

- Develop and implement strategies to drive the growth and effectiveness of the Bank's DSA network across the Branch Network.
- Coordinate and oversee DSA activities across branches to ensure alignment with the Bank's sales and business objectives.
- Set, communicate and monitor DSA sales targets in collaboration with relevant Branch teams.
- Monitor DSA performance across branches and take appropriate action to address performance gaps.
- Drive customer acquisition and growth of the Bank's products and services through the DSA channel.
- Develop and maintain a strong sales pipeline and ensure effective conversion of leads generated by DSAs.
- Identify opportunities to expand and strengthen the DSA network in strategic markets.
- Work closely with Branch Managers and Relationship Managers to maximize business opportunities generated through DSAs.



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- Provide coaching, guidance and support to DSAs and branch teams to improve productivity and sales effectiveness.
- Track DSA productivity, customer acquisition, business volumes and other agreed performance indicators.
- Ensure effective onboarding, engagement and retention of high-performing DSAs.
- Monitor compliance of DSA activities with the Bank's policies, procedures, customer onboarding requirements and applicable regulatory requirements.
- Identify and escalate operational, compliance, customer service and performance-related issues affecting the DSA network.
- Prepare regular DSA performance reports for Management, highlighting achievements, challenges, opportunities and recommended actions.
- Build strong working relationships with Branches and other relevant internal stakeholders to ensure effective coordination and management of the DSA channel

QUALIFICATIONS & EXPERIENCE

- A Bachelor's Degree in Business Administration, Marketing, Banking & Finance, Economics or a related field.
- Proven experience in sales, business development, direct sales, agency banking, financial services or relationship management.
- Demonstrated experience managing sales teams, agents or distributed sales channels, preferably within the banking or financial services sector.



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- Strong understanding of customer acquisition, sales pipeline management and target-driven business development.
- Proven ability to analyze sales performance and develop practical initiatives to improve productivity and business results.
- Strong leadership, coaching, negotiation and relationship management skills.
- Good understanding of banking products, customer onboarding and relevant compliance requirements.
- Excellent communication, interpersonal and reporting skills.
- Ability to work effectively with multiple branches and stakeholders across the Bank.

APPLICATION INSTRUCTIONS

If you meet the above requirements and ready for great challenges



mail:

Covering letter and
Your Curriculum vitae

To recruitment@acbtz.co.tz

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JOIN Us



**POSITION: NETWORK/ECOSYSTEM
OFFICER – ACB LIPA**



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Akiba Commercial Bank PLC is looking for a dynamic, results-oriented and customer-focused professional who is results-driven, commercially minded, customer-focused, analytical and able to build strong relationships with merchants, business customers and internal stakeholders to join our Commerce Department as Network/Ecosystem Officer – ACB LIPA.

THE ROLE

- Driving ACB LIPA merchant acquisition, activation, utilization and transaction growth across the Branch Network.
- Developing and maintaining a strong merchant pipeline and supporting branches to achieve approved targets.
- Identifying and developing strategic merchant ecosystems across priority segments such as retail, supermarkets, schools, hospitals, hotels and restaurants.
- Supporting merchant onboarding, relationship management and timely resolution of merchant service issues.
- Monitoring branch and merchant performance, identifying performance gaps and recommending corrective actions.
- Supporting ACB LIPA campaigns, merchant engagement and branch team product awareness.
- Ensuring compliance with approved KYC/KYB, AML, customer due diligence and Bank procedures.
- Working closely with Branches, Relationship Managers, ICT, Risk & Compliance, Finance, Marketing and other relevant teams to drive ecosystem growth.
- Preparing timely performance reports and escalating material operational, customer, compliance and fraud-related matters.



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QUALIFICATIONS & EXPERIENCE

- A Bachelor's Degree in Business Administration, Marketing, Banking & Finance, Economics or a related field.
- Good understanding of digital payments, merchant acquiring and digital financial services.
- Knowledge of merchant onboarding, KYC/KYB, AML and customer due diligence requirements.
- Strong sales, business development, relationship management and branch coordination skills.
- Ability to analyse merchant and branch performance and translate findings into practical actions.
- Experience in digital financial services, payments, merchant acquiring, sales or relationship management will be an added advantage.
- Experience working with branch sales teams and business customers will be an added advantage.

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