



AKIBA COMMERCIAL BANK PLC  
*benki kwa maendeleo yako*

# CAREER OPPORTUNITY

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 [www.acbbank.co.tz](http://www.acbbank.co.tz)



# CAREER OPPORTUNITY

The bank is looking for a high caliber relationship management professional with proven experience in successfully managing a Personal Banking segment in Commercial Banks.

## SENIOR MANAGER, PERSONAL BANKING

The position is responsible to provide leadership and ensure the Personal Banking function is catering to the various needs of the segment by offering adequate custom-made solutions and products.

# THE ROLE

- ◆ Develop, execute and manage Personal Banking strategy and tactical business plan, taking into account the market opportunity/growth potential, existing capabilities and risk appetite.
- ◆ Ensure that the Bank is moving forward with stretched objectives within the segment.
- ◆ Fully effect execution of rigorous sales management disciplines across the segment.
- ◆ Oversee the development of value proposition and regularly re-evaluate the Personal Banking segment's needs and preferences.
- ◆ Carry out appropriate actions to improve the Personal Banking service quality and delivery.
- ◆ Drive and embed a strong performance culture through inspiring, motivating and rigorous performance management discipline.

# THE CANDIDATE

- ◆ University Degree in Economics, Business Administration, Finance, Marketing; MBA is an added advantage.
- ◆ Minimum 10 years of relevant banking experience 5 of which must be in a senior role.
- ◆ Thorough business understanding and knowledge of the market segment.
- ◆ Strong credit analysis, documentation and relationship management skills.
- ◆ Ability to assess customer needs and develop products that suits their needs.
- ◆ Demonstrated strength in driving business efficiencies.



# APPLICATION INSTRUCTIONS

If you meet the above requirements and ready for great challenges, mail:

- ◆ Covering letter and
- ◆ Your Curriculum vitae

To [recruitment@acbtz.com](mailto:recruitment@acbtz.com) by  
**August 13, 2021**