



AKIBA COMMERCIAL BANK PLC

benki kwa maendeleo yako

JOIN OUR TEAM

**SENIOR MANAGER,
CORPORATE BANKING**

The bank is on the move of reaching its new heights with a team of dynamic and result oriented Professionals.

**Submit your CV before
21st August 2026.**



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



WhatsApp Channel
Akiba Commercial Bank Plc

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.

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

- 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

Please submit your CV through below email address not later than 21st August 2026.

Email: recruitment@acbbank.co.tz



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