

We Are Hiring!

Position

Relationship Manager – MSME

- Reporting to : Business Growth and
: Development Manager
- Job level : Assistant Manager
- Locations : Mwanza, Dar es Salaam,
Mbeya, Kahama, Kilimanjaro,
Geita, Zanzibar, Morogoro,
Arusha, and Dodoma
- Deadline : Sunday, 09th Feb 2025



Apply through: TZRecruitment@equitybank.co.tz



Key Responsibilities:

- **Business Growth:** Acquire clients, mobilize deposits, and manage quality loan assets.
- **Credit Management:** Evaluate credit applications for policy compliance.
- **Client Relationships:** Build long-term partnerships to support client growth.
- **Cross-Selling:** Promote additional bank products.
- **Monitoring & Compliance:** Ensure loan performance and quality through monitoring.

Requirements:

- Bachelor's in Business or related field (Postgraduate/ Professional qualifications are a plus).
- 2-3 years in SME banking, credit, or related roles.
- Strong knowledge of bank products, credit policies, and MSME lending.
- Excellent communication, negotiation, and relationship management.
- Ability to analyze financial data and offer tailored solutions.

