

# Ecobank Tanzania Limited – Job Opportunities

## 1. Relationship Manager – Public Sector

Location: Dar es Salaam, Tanzania

Reporting to: Head Commercial Banking

### Job Summary

Driving and growing the Public Sector business within the Commercial Banking business.

### Key Responsibilities

- Develop and implement business strategies to achieve Public Sector leadership.
- Seek cross-selling opportunities, collaborating with other bank units.
- Acquire and manage new Commercial Banking customers.
- Handle day-to-day client queries and resolve issues.
- Build and coach a high-performing team.
- Ensure adherence to Operational Risk and Compliance guidelines.
- Lead strategic initiatives for business growth.

### Qualification & Experience

- Bachelor's/Master's degree in Banking, Business Administration, Economics, Finance, or related fields.
- Minimum 7 years' experience, including 5 years in Public Sector relationship management.

Application: Submit CV by 12 December 2025 to [ETZ-RECRUITMENT@ecobank.com](mailto:ETZ-RECRUITMENT@ecobank.com)

## 2. Relationship Manager – Premier Banking

Location: Dar es Salaam, Tanzania

### Job Summary

Grow high-value and wealth management business, offering personalized financial solutions to affluent clients.

### Key Responsibilities

- Achieve sales, revenue, deposit, and risk asset targets.
- Develop differentiated value propositions and product suites.
- Grow Premier portfolio through targeted offerings.
- Lead acquisition and retention of high-value customers.
- Manage budgets, resources, and profitability.
- Ensure compliance with operational risk standards.
- Collaborate with marketing to position Ecobank as wealth management leader.

### Qualification & Experience

- Bachelor's/Master's degree in related fields.
- At least 5 years' experience in private banking or HNW relationship management.

Application: Submit CV by 12 December 2025 to [ETZ-RECRUITMENT@ecobank.com](mailto:ETZ-RECRUITMENT@ecobank.com)

## 3. Head Corporate Coverage

Location: Dar es Salaam, Tanzania

Reporting to: Head Commercial Banking

Application Deadline: 12 December 2025

### Job Summary

Lead corporate banking sales, revenue, and relationship management by streamlining processes and improving service quality.

**Key Responsibilities**

- Achieve annual revenue targets.
- Develop and oversee long-term corporate strategy.
- Approve credit risk transactions.
- Drive marketing strategies to exceed budget targets.
- Deliver customer solutions across credit, treasury, and transaction banking.
- Monitor business performance per product line and customer segment.

**Qualification & Experience**

- Bachelor's/Master's degree in related fields.
- At least 10 years' banking experience, including leadership in Corporate/Wholesale Banking.

Application: Send CV to [ETZ-RECRUITMENT@ecobank.com](mailto:ETZ-RECRUITMENT@ecobank.com)