



JOB DESCRIPTION

ROLE DETAILS

- Position Title : Manager Corporate & Public Sector (Zanzibar)
- Position Level/Grade : Manager
- Reporting Line : Head of PSI
- Department : Commercial

DESCRIPTION OF THE WORK, ROLE CONTRIBUTION & JUSTIFICATION

Basic Purpose

Manager Government and Institutions Relationship sit in Zanzibar: have a responsibility to grow business, expand a portfolio of large corporate clients, prepare memos, structure tailored financial solutions for loans and facilities, retain, manage stakeholders, and play a leadership role. Manage Government relationships from State house, Government organ - (Immigration, Judiciary, Parliament), Ministries - 18, Institutions (88), Local Government -5, (Regions 5), NGO'S, international organizations, religious institutions, FI's and NBFi'S, education sector and health sector,

Main Duties and Responsibilities:

- Manage a portfolio of existing Institutional Banking clients by providing appropriate solutions to ensure portfolio growth and client retention.
- Prepare memos, structure tailored financial solutions for loans and facilities for corporate clients.
- Support the unit's growth and profitability through effective development of new business with government institutions/corporate entities/private institutions in Zanzibar, covering both Unguja and Pemba.
- Work closely with other business units to drive the Institutional Banking strategy, Corporate Banking Strategy with a focus on acquiring new clients and key projects.
- Offer relevant financial solutions, including payment and collection solutions, while aligning with internal stakeholders for the execution of account plans.
- Support the preparation of Requests for Proposals, develop pricing proposals in conjunction with RFP responses, and obtain approval before delivery.
- Support the development of long-term Institutional Banking penetration plans for Zanzibar.
- Take the lead in market intelligence and advise the Senior Manager on various ongoing and upcoming development projects involving government and private institutions.
- Support the Cluster Manager - Zanzibar on matters requiring Institutional Banking support.
- Identify and develop a target pipeline while aggressively marketing to new profitable institutional customers.

- Exploit cross-selling opportunities across relevant banking products and services.
- Gather information required to prepare and assess credit applications while managing customer expectations.
- Manage the development of prudently priced assets and cost-effective long-term liabilities with reputable institutions and organizations to ensure maximum profitability for the bank.
- Act as bank’s key contact person to the customers.
- Nurture and support Relationship Managers to ensure they have the necessary skills and support for effective corporate strategy execution.
- To perform any other assignment as assigned by the supervisor(s)

Other Responsibilities:

Customer Focus Functions:

- Complaint management
- Timely and accurate branch support
- Relationship management with all the employers and key decision makers

Business Functions:

- Productivity; Growth of loan portfolio and deposit
- Income growth; Interest and Non-interest income targets
- **Cross-sell cash management, trade finance, and treasury products**

KNOWLEDGE, SKILLS, QUALIFICATION AND EXPERIENCE

Knowledge and Work Experience

- Bachelor’s degree in finance, Business Administration, Economics, or related field.
- 3 - 5 years’ experience in banking, preferably in Corporate Banking
- Strong understanding of credit analysis and Corporate lending.
- Proven sales and relationship management skills.

Skills Requirements

- Strong in cross-selling and upselling techniques
- Ability to analyze financial statements and cash flows
- Strong verbal and written communication

Name of Employee: _____	Name of Line manager: _____
Designation: _____	Designation: _____
Signature: _____	Signature: _____
Date: _____	Date: _____

If you believe you can clearly demonstrate your abilities to meet the criteria given above, please submit your job application cover letter along with a detailed resume, copies of the relevant certificates and testimonials in a single PDF file format, quoting the respective Job title or Ref no. in the subject field to TZRecruitment@equitybank.co.tz by **22nd July 2026**

Only short-listed candidates will be contacted.

Equity Bank is an equal opportunity employer. We value the diversity of individuals, ideas, perspectives, insights and values, and what they bring to the workplace.

By submitting your application, you consent to Equity Bank Tanzania Limited collecting and processing your personal data strictly for recruitment, selection, and, where applicable, employment purposes. Equity Bank Tanzania Limited will process your personal data in accordance with the Data Protection and Privacy Act, Cap 97, and its Data Privacy Policy. Your personal information will be treated with the highest level of confidentiality and will not be shared with unauthorized third parties, except where disclosure is required by law or regulatory obligation”.