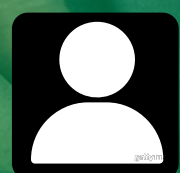




AKIBA COMMERCIAL BANK PLC
benki kwa maendeleo yako

WE ARE HIRING



**POSITION: RELATIONSHIP MANAGER,
BUSINESS BANKING**



3 POSITIONS BASED IN:
Dar Es Salaam, Arusha and Moshi



HOW TO APPLY
Submit your CV to
recruitment@acbbank.co.tz



CLOSING DATE:
10th JUNE 2026. 5:00PM



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



WhatsApp Channel
Akiba Commercial Bank Plc
+255 755 202 011

ACB is seeking experienced and dynamic individuals to fill the position of Relationship Manager, Business Banking (RM-BB) across multiple branches. The RM-BB will be responsible for managing and growing a portfolio of SME clients, offering tailored financial solutions, and ensuring high levels of customer satisfaction and business growth

THE ROLE

- Drive the growth of SME deposits and loans—both in number and value.
- Recruit SME clients and cross-sell bank products while maintaining strong business relationships with new and existing customers.
- Develop marketing and deposit mobilization strategies aligned with branch targets and bank strategy.
- Promote ACB products and identify business opportunities in the market.
- Formulate strategic plans to achieve lending and deposit targets.
- Manage a select portfolio of high-net-worth customers, including monitoring and controlling credit risk.
- Maintain acceptable Portfolio at Risk (PAR) and Non-Performing Loan (NPL) levels.
- Ensure high customer satisfaction and proactive relationship management.
- Implement account strategies to secure and protect sole banking relationships.
- Track market trends and recommend improvements to customer service and product offerings.
- Uphold excellent customer service standards to increase market share and grow the customer base.
- Ensure strict adherence to governance processes and internal/external compliance standards.
- Follow up on non-performing accounts and implement timely remediation plans.
- Ensure audit outcomes remain consistently acceptable for SME Banking.
- Adhere to all ACB policies, procedures, and service standards.



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THE CANDIDATE

- Bachelor's degree in commerce, Banking, or Business Administration (required)
- Master's degree in business administration or Banking and Finance (added advantage)
- Minimum of 5 years in a relevant banking role, with at least 3 years in a managerial position
- Proven experience in sales and business development
- Strong knowledge of SME banking products and lending cycle management
- Background in credit underwriting and understanding of local market dynamics
- Familiarity with banking policies and compliance frameworks
- Demonstrated ability to manage teams and drive performance
- Strong interpersonal, negotiation, and marketing skills
- Excellent analytical and decision-making abilities
- Sound understanding of modern relationship management strategies
- Effective stakeholder engagement and organizational skills
- Ability to develop and articulate business strategies
- Strong leadership and people management capabilities

APPLICATION INSTRUCTIONS

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

- Covering letter and
- Your Curriculum vitae

To recruitment@acbbank.co.tz by 10th June 2026



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