



AKIBA COMMERCIAL BANK PLC

benki kwa maendeleo yako

JOIN OUR TEAM



**POSITION: RELATIONSHIP MANAGER –
CHINESE DESK**



POSITION BASED IN:
Dar Es Salaam



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



CLOSING DATE:
31st JULY 2026. 5:00PM



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



WhatsApp Channel
Akiba Commercial Bank Plc

The Relationship Manager – Chinese Desk is responsible for developing, managing, and growing relationships with Chinese corporate clients, investors, entrepreneurs, and businesses operating in Tanzania. The role serves as the primary contact for the Bank's Chinese-speaking customer segment by providing tailored banking solutions, exceptional customer service, and strategic financial advice while driving business growth, profitability, and portfolio quality..

THE ROLE

- Develop and implement strategies to grow the Chinese Desk portfolio.
- Acquire new Chinese corporate, SME, and high-net-worth clients.
- Identify opportunities for cross-selling the Bank's products and services.
- Build a sustainable pipeline of quality business opportunities.
- Conduct regular market intelligence on Chinese investments and businesses operating in Tanzania.
- Participate in business forums, trade exhibitions, and networking events targeting the Chinese business community.
- Relationship Management
- Serve as the primary relationship manager for Chinese Desk customers.
- Build and maintain long-term relationships with clients through regular engagement.
- Understand customers' business needs and provide appropriate financial solutions.
- Coordinate with internal stakeholders to ensure efficient service delivery.
- Resolve customer complaints promptly and professionally.



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



WhatsApp Channel
Akiba Commercial Bank Plc

- Conduct periodic portfolio reviews and client visits
- Maintain strong relationships with regulators and financial institutions.
- Ensure compliance with regulatory requirements and internal policies.

THE CANDIDATE

- Bachelor's Degree in Banking, Finance, Business Administration, Economics, Commerce, or a related field.
- Professional banking qualification will be an added advantage.
- Fluency in Mandarin Chinese and English (spoken and written) is highly desirable. Knowledge of Swahili is an added advantage.
- Minimum of 5 years' experience in Relationship Management, Corporate Banking, Business Banking, or Commercial Banking.
- Proven experience in credit analysis and portfolio management.
- Experience working with Chinese businesses or international clients is an added advantage.

APPLICATION INSTRUCTIONS

Please submit your CV through below email address not later than 31st July 2026.

Email: recruitment@acbbank.co.tz



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



WhatsApp Channel
Akiba Commercial Bank Plc