



# WE ARE HIRING



**Acquiring Sales &  
Support Officer**

**Reporting to:  
Manager Acquiring &  
Merchant**



**Dar-es-salaam  
Tanzania**

**APPLY NOW**

**Ecobank Tanzania Limited**  
Human Resources

**A BETTER WAY  
A BETTER AFRICA**

**Job Summary:**

To execute sales pipelines for merchants and acquire products while offering direct customer support to drive volumes and usage of our merchants and acquire products and services

**Key responsibilities:**

- Managing sales pipeline – Pursue sales leads, including new to bank and cross-selling to existing customers, by leading marketing activities, identification, sourcing, to activation of customers.
- Managing stakeholders and related operational/business risks during the implementation of solutions for the customer
- Onboarding – collect all necessary documentation and approvals are obtained to streamline the onboarding process
- Conduct daily visits to merchants to ensure machines are functional as well as push utilization.
- Reporting – monitor and prepare weekly product performance reports on product performance and utilization.
- Drive costs and revenue numbers – prepare cost-benefit analysis and take initiatives to reduce costs, meanwhile increasing revenue base
- Revenue – close monitoring of GL accounts to ensure no leakages and report on revenue attained

**Qualifications & Experience:**

- Bachelor's degree in business-related fields of study or equivalent.
- One year of sales experience and knowledge of banking products & operations.

**Application Instructions:**

If interested and you meet the selection criteria, please send your application Curriculum Vitae) not later than August 15, 2025, to ETZ-RECRUITMENT@ecobank.com.

Only shortlisted candidates will be contacted.

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**Ecobank Tanzania Limited**  
**Human Resources**

**Ecobank**  
*The Pan African Bank*



# WE ARE HIRING



**Branch Manager**

**Reporting to:  
Head SME**



**Mwanza and Arusha,  
Tanzania**

**APPLY NOW**

**Ecobank Tanzania Limited**  
Human Resources

**A BETTER WAY  
A BETTER AFRICA**



#### Job Summary:

- Achieve all operational excellence and financial targets through business growth and development set by the bank at the branch level.

#### Key responsibilities:

##### Ø Business Performance:

- Delivery of sales, revenue, deposit, risk assets, targets, and efficiency ratio
- Prepare and deliver on approved branch budgets
- Responsible for strict cost management including review of both direct and indirect costs generated by the branch. Achieve a cost/income ratio in branch.

##### Ø Relationship Management & Customer Service:

- Deliver on customer service standards, acquisition and client satisfaction levels, retention of high performing clients and growing share of wallet as per target market.

##### Ø People Management:

- Build and develop a high performing team by driving performance development and coaching to achieve productivity and efficiency

##### Ø Process, Controls and Operation Performance:

- Ensure compliance with operations risk.
- Complies with branch layout standards, KYC, operating & risk policies and procedures

#### Qualifications & Experience:

- Educational Background: Bachelor's or master's degree in Banking or Business Administration, Economics, Finance, or other related fields of study.
- Professional Experience: At least 5 years of experience in relationship management and branch operations.

#### Application Instructions:

If you are interested and meet the selection criteria, please submit your Curriculum Vitae by August 15, 2025 to [ETZ-RECRUITMENT@ecobank.com](mailto:ETZ-RECRUITMENT@ecobank.com).

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Human Resources

**Ecobank**  
The Pan African Bank

# WE ARE HIRING



**Relationship Manager**

**Reporting to:  
Head SME**



**Dar es Salaam,  
Tanzania**

**APPLY NOW**

**Ecobank Tanzania Limited**  
Human Resources

**A BETTER WAY  
A BETTER AFRICA**

#### Job Summary:

- Achieve all operational excellence and financial targets through business growth and development set by the bank at the branch level.

#### Key responsibilities:

##### Ø Business Performance:

- Delivery of sales, revenue, deposits, risk assets, targets, and efficiency ratios
- Prepare and deliver on approved branch budgets
- Responsible for strict cost management, including review of both direct and indirect costs generated by the branch. Achieve a cost/income ratio in the branch.

##### Ø Relationship Management & Customer Service:

- Deliver on customer service standards, acquisition and client satisfaction levels, retention of high performing clients, and growing share of wallet as per the target market.

##### Ø People Management & Teaming:

- Build and develop a high-performing team by driving performance development and coaching to achieve productivity and efficiency

##### Ø Process, Controls, and Operation Performance:

- Ensure compliance with operations risk.
- Complies with branch layout standards, KYC, operating & risk policies and procedures.

##### Ø Strategic Initiatives:

- Expanding approved market reach.

#### Qualifications & Experience:

- Educational Background: Bachelor's or master's degree in Banking or Business Administration, Economics, Finance, or other related fields of study.
- Professional Experience: At least 5 years of experience in relationship management and branch operations.

#### Application Instructions:

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