CRDB BANK
The bank that listens

1. Relationship Manager; ECA & Government Projects

Reporting Line: Senior Manager; ECA & Government Projects

Location: Tanzania Head Office

Department: DEPARTMENT OF CORPORATE BANKING

Number of openings: 1

Job Purpose

Responsible to provide innovative blended finance solutions, including syndication, for public sector customers and PPP projects. Act as a contact person for any of bank's engagement with Export Credit Agencies (ECAs) to finance both public and private sectors customers of the bank.

This role involves structuring, negotiating, and executing syndication deals to optimize funding solutions for public sector, private sector and the local beneficiaries of ECAs facilities.

Principle Responsibilities

- Collaborate with the relationship team to identify and address the syndication and/or ECA-related needs of public sector customers.

- Review draft Project Information Memoranda, proposals, and financial presentations for new project origination involving co-financing, loan syndications, and ECA loans.

- Enhance Blended Finance solutions beyond the traditional reliance on securities while ensuring consideration of loan capital charges and liquidity impacts.

- Provide structuring guidance to lending officers and actively participate in client presentations, including proposals and mandate letters, highlighting the benefits of syndication, co-financing, and ECA solutions.

- Review and recommend loan syndication appraisals in collaboration with other financiers, managing the full transaction cycle from deal origination, roadshows, and execution to documentation and post-execution follow-up, while fostering relationships with syndicate banks.

- Ensure compliance with internal and external lending guidelines, including those set by the Loan Market Association (LMA).

- Utilize public databases and other resources to gather market intelligence, analyze comparable transactions, and maintain detailed records of investors and client contacts.

- Prepare and deliver weekly, monthly, and ad-hoc reports on transaction progress and investor interest.

- Market the Bank's loan syndication and ECA-supported transactions, establishing strong networks with commercial co-financiers, syndicate lenders, and public sector customers.

- Develop and implement enhanced cooperation strategies with commercial banks, DFIs, ECAs, investment funds, and other risk participants.

- Recommend updates and improvements to the Credit Manual on loan syndications and co-financing guidelines.

Qualifications Required

- Bachelor's degree in Finance, Business, or a related field.

- 5 years of experience in corporate banking, syndication, or a related field, including at least 3 years in lending practices.

- Strong expertise in corporate finance, credit analysis, and risk management.

- Excellent negotiation, selling, and communication skills.

- Proven ability to manage multiple projects simultaneously and meet tight deadlines.

- Strong analytical and problem-solving abilities, with a capacity to acquire and apply new knowledge effectively.

- Comprehensive knowledge of products, services, and delivery channels available to corporate clients.

- Well-versed in competitive market structures, industry practices, and banking regulations, with hands-on experience in the local market.

- High level of cultural awareness and adaptability.

CRDB Commitment

CRDB Bank is dedicated to upholding Sustainability and ESG practices and encourage applicants who share this commitment. The Bank also promotes an inclusive workplace, hence applications from women and individual with disabilities are encouraged.

It is important to note that CRDB Bank does not charge any fees for the application or recruitment process, and any requests for payment should be disregarded as they do not represent the bank's practices.

Only Shortlisted Candidates will be Contacted.

Deadline: 2025-09-12

Employment Terms: PERMANENT

APPLY HERE

2. SENIOR MANAGER; BUSINESS ORIGINATION- CORPORATE

Reporting Line: HEAD OF BUSINESS ORIGINATION AND ANALYISIS

Location: Tanzania Head Office

Department: DEPARTMENT OF CORPORATE BANKING

Number of openings: 1

Job Purpose

Responsible for leading the corporate credit analysis function by ensuring thorough evaluation of credit proposals, effective risk assessment, and timely support for lending decisions. The role safeguards the bank's portfolio by maintaining high credit quality and provides business teams with well-structured credit insights to drive sustainable growth. Additionally, the Senior Manager ensures customer expectations are met by processing all credit applications within the agreed Turnaround Time (TAT).

Principle Responsibilities

Portfolio & Risk Management

- Monitor the credit portfolio to identify early warning signals.

- Recommend risk mitigation, restructuring, or recovery strategies when required.

- Ensure compliance with internal policies, regulatory guidelines, and the bank's risk appetite.

Structuring & Advisory

- Work with relationship managers to structure suitable credit facilities that meet client needs while protecting the bank's interests.

- Advise on covenants, collateral requirements, and deal terms.

- Support the development of innovative credit solutions aligned with the bank's growth strategy.

Policy, Process & Governance

o Contribute to the development and continuous improvement of credit policies and risk frameworks.

o Ensure adherence to internal controls, audit standards, and regulatory requirements.

o Present well-analysed recommendations in credit committee discussions.

Leadership & Team Development

o Lead, mentor, and develop a team of credit analysts to ensure high-quality analysis and operational efficiency.

o Promote a culture of accountability, analytical excellence, and continuous improvement.

o Provide training and technical guidance to enhance team capabilities.

Qualifications Required

- Education:

- Bachelor's degree in Finance, Accounting, Banking, Economics, or a related field.

- Professional credit skills or certification is highly desirable.

- Experience:

  - Minimum of 7 years' experience in corporate or investment banking, with a background in commercial lending.

- Technical and Analytical Skills:

  - Project risk assessment and credit risk evaluation.

  - Financial analysis, lending analysis, and security knowledge.

  - Portfolio management and decision-making capabilities.

  - Strong analytical and problem-solving skills.

- Communication and Interpersonal Skills:

  - Excellent verbal and written communication skills, with the ability to interact professionally with directors, managers, and clients.

  - Strong report-writing abilities.

  - Interpersonal, networking, and leadership skills.

- Market and Product Knowledge:

  - Understanding of the Tanzania loan market.

  - Knowledge of products and services for SMEs, financial institutions, and corporate clients.

  - Sales and negotiation skills.

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Employment Terms: PERMANENT

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3. FORENSIC DATA ANALYTICS SPECIALIST

Reporting Line: MANAGER FORENSIC

Location: Tanzania Head Office

Department: DEPARTMENT OF RISK AND COMPLIANCE

Number of openings: 1

Job Purpose

The Forensic Data Analytics supports the bank's internal investigations by analyzing transactional and operational data to detect and report potential fraud, misconduct, or regulatory breaches. This role is responsible for extracting and interpreting data from core systems to support forensic reviews and investigation, provide insight for corrective actions, and contribute to enhancing the bank's internal control environment.

Principle Responsibilities

Data Analytics & Investigations

- Extract, clean, and analyze data from core banking, digital, and operational systems to identify irregularities or suspicious behaviour.

- Apply forensic techniques to detect fraud patterns, internal abuse, policy violations, or breaches of procedure.

- Assist in root cause analysis of identified anomalies, including reconstruction of timelines and user activity mapping.

Investigation Support & Documentation

- Prepare data-supported findings, exhibits, and reports for use in internal reviews, disciplinary actions, or regulatory compliance submissions.

- Ensure data integrity, confidentiality, and proper documentation standards are upheld throughout the investigation cycle.

- Maintain structured audit trails and case documentation.

Reporting & Visualization

- Develop investigation dashboards, visualizations, and reports using tools such as Power BI or Tableau.

- Translate technical analysis into simple, actionable insights for Forensic, Compliance, and Legal teams.

Collaboration & Stakeholder Engagement

- Support joint investigations with Compliance, Internal Audit, Risk, Legal, and HR teams as required.

- Participate in interviews and data walkthroughs to support case evidence.

Tools, Models & Controls

- Contribute to the development and refinement of fraud detection rules and case monitoring dashboards.

- Engage IT, Data Management, and Security teams to enhance access to investigative datasets.

- Propose process improvements for proactive fraud prevention and early detection.

Qualifications Required

- Bachelor's Degree in Data Science, Computer Science, Statistics, or a related field.

- Minimum 3 years of hands-on experience in data analysis, forensic audits, fraud analytics, or internal investigations, preferably within the banking or financial services sector.

- Proven ability to interpret complex datasets, including transactional logs, customer records, and system access logs.

- Strong SQL skills (mandatory).

- Proficiency in Excel and at least one data analysis language/tool: Python, R, or SAS.

- Experience with BI/reporting tools such as Power BI, Tableau, or QlikView.

- Familiarity with banking systems and financial data sources (e.g., core banking, e-channels, card systems).

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Deadline: 2025-09-15

Employment Terms: PERMANENT

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