

We Are Hiring!

Position

Relationship Manager, Mortgage Finance

HEAD OFFICE

Desired candidate should possess a Bachelor's degree in Business, Finance, Banking, or related field a strong knowledge of mortgage products, credit processes, and real estate market trends and Proven track record of achieving sales targets.

The candidate should have a minimum of 3 years' experience in Retail Banking with at least 2 years in mortgage or home loan sales.

*Successful candidates will be contacted within 14 days after the deadline of submission

Please send your application letter and CV to;

Email: recruitment2025@diamondtrust.co.tz

Deadline: 18th September, 2025



Job Purpose

To drive growth of the bank's mortgage finance business by developing strategies, guiding branch teams, and building strategic partnerships with real estate developers and other stakeholders. The role holder will ensure effective execution of the mortgage strategy across all branches while enhancing customer experience and achieving portfolio growth

Duties

- 1. Strategy & Business Development**
 - Develop and implement the bank's mortgage finance strategy in line with business objectives.
 - Identify market opportunities and design initiatives to grow the mortgage portfolio
 - Monitor portfolio performance and recommend corrective actions where necessary
- 2. Branch Coaching & Support**
 - Act as the central mortgage expert and advisor for all Branches
 - Train, coach, and guide branch sales teams to effectively originate and process mortgage sales.
 - Provide tools, sales materials, and best practices to branches for improved performance
- 3. Partnerships & Stakeholder Engagement**
 - Build and maintain strong relationships with real estate developers, property agents, and housing sector stakeholders
 - Negotiate and structure partnership agreements to generate mortgage business leads
 - Represent the bank in housing expos, property fairs, and industry events.
- 4. Sales & Portfolio Management**
 - Drive sales performance against agreed mortgage finance targets
 - Support branches in structuring deals resolving complex cases, and ensuring timely processing.
 - Oversee the mortgage pipeline and conversion rates, ensuring growth and quality of the portfolio.

Requirements

Bachelor's degree in Business, Finance, Banking, or related field
Strong knowledge of mortgage products, credit processes, and real estate market trends.

Personal Attributes

Strategic mindset – able to think long-term and align mortgage initiatives with overall bank goals.
Proactive & Self-driven – takes initiative to identify opportunities, solve problems, and push projects forward with minimal supervision
Strong interpersonal skills – able to build rapport and maintain productive relationships with branches, developers and customers
Leadership & Coaching Ability – inspires and guides branch teams towards achieving sales targets and service excellence

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