

General:
Job Title: Manager Ecosystem Department: Ecosystem & Digital Lending Number of Vacancies: 1
Basic Purpose:
• To Drive and implement Ecosystem banking solution in the distribution ecosystems industry and position the bank as the 1st and efficient financial institution offering the solution. • To link Retail, MSMEs and Corporates to effective and affordable banking solutions and drive Liabilities and assets for the bank. • To Drive the branches Ecosystem portfolio for business banking • Ecosystem deposit mobilization, customer onboarding and growth of portfolio • To manage the day-to-day function units in support of senior manager and mainly the back product development
Main Duties and Responsibilities:
• Initiate, recruit and build strong business relationships with the Anchors Ecosystem (suppliers, distribution & other stakeholders • To mobilize Liabilities and increase the retention in line with the Ecosystem annual targets through distributor, suppliers and their ecosystem collections. • Ensure accurate capture of deposit from all customers under the Ecosystem • Continuous review and implementation of the customer and business feedback to make the product better. • Provision of linkage on business to segments tracking its weekly performance and growth • Market research and coming up with new products or improving what's in existence. • Preparation of weekly Reports on Performance and Business Trends for use by internal management through interactive management dashboards • Cross selling of other bank products and services to existing and potential customers • Perform any other duties as assigned by your supervisor . Growing Asset and Liability Portfolio • Engage potential MSME RM's at the branch and come up with initiatives to support deposit mobilization & asset growth inline with branch objectives. • Identifying, initiating, and negotiating Micro, Small and Medium Enterprises business opportunities with new and existing clients within the Ecosystem to grow own business portfolio, deposits, Interest and Non-Interest income in line with annual targets.

- Assessment, analysis, and underwriting customers credit applications to ensure credit is granted in line with the credit policy, procedures, manual, guiding circulars and as per requirement of lending checklist.
- Onboarding Anchors, creating and optimizing value chains to business actualization

Relationship management

- Managing and enhancing existing business relationships within the portfolio to ensure customer retention
- Assist and support Relationship officers and BGDMs with specific client relationships, complaints (and general feedback)
- Cross selling additional bank solutions to existing clients (Borrowers and non-Borrowers).
- Advising and Training with potential and existing customers to ensure that customers are empowered with knowledge to manage their businesses and become good clients of the bank.
- Liaising and building rapports with various stakeholders such as clients, government institutions, and other financial institutions to ensure that the Banks interests and Image are properly represented and safeguarded.

KNOWLEDGE, SKILLS, QUALIFICATIONS AND EXPERIENCE:**Knowledge & Skills**

- Risk Management
- Financial analytical skills
- Cross selling
- Relationship Management
- Negotiation Skills

Skills

- Effective listening skills.
- Good communication skills.
- Problem solving skills
- High level on integrity
- Excellent in time management.

Qualifications

- Business related degree from a recognized University.
- Masters Degree is an added advantage

Work Experience

5 years' working experience in the Banking sector

To Apply:

Please submit your application quoting the Job title on the subject field to:

TZRecruitment@equitybank.co.tz.

Application Deadline: 22nd September 2025

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