



We're Hiring! Join our Team

Position: **Branch Manager**
Location: **Arusha**



Qualified candidates **MUST** send their **CV & Cover Letter** attached with all **academic certificates**.

All applications **MUST** be sent electronically through:

Email: **recruitment.tanzania@ubagroup.com**

Email subject: **Application for Branch Manager Arusha - NOVEMBER 2025**

Deadline: 2nd November 2025



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DUTIES & RESPONSIBILITIES

- Prepare annual marketing plans and strategies for liability generation to enable PCMs/business officers achieve targeted growth objectives
- Develop and obtain approval for annual marketing plans and strategies for designated product ranges to enable achievement of targeted growth and profit objectives.
- Monitor and control business office income and expenditure to ensure profitability.
- Recommend the creation of risk assets to increase business office profitability
- Contribute to the effective launching of new products to ensure favorable market response and optimum build-up of revenue
- Evaluate market research and competitor analyses in order to formulate marketing plans and strategies
- Monitor and assign targets to PCMs/business officers to ensure effective focus on target achievement
- Maintain and acquire customer relationships to improve deposit liability growth and mix.
- Providing strategic direction and operational support to employees
- Defining and implementing the delivery of marketing strategies and targets;
- Coaching and motivating employees to effectively execute their day-to-day tasks to meet corporate targets and delivery objectives
- Effectively communicating to employees the corporate policies, objectives and targets of the bank

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DUTIES & RESPONSIBILITIES

- Assuming overall accountability for branch expenditure on products and services, such as the administration of consumer lending, current account transactions, overdrafts, credit cards and personal loans
- Facilitating, establishing and maintaining effective relationships with new and existing customers
- Visiting business customers and attending meetings
- Representing the bank within the wider community

KEY PERFORMANCE INDICATORS

- To deliver on all financial targets

DUTIES & RESPONSIBILITIES

- First degree in any field
- Ten years (4) to six (6) years cognate experience, retail banking experience in operations or marketing for a Mega, Basic or Micro branch respectively.

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KEY COMPETENCY REQUIREMENTS

KNOWLEDGE

- Strong credit and marketing skills.
- Strong leadership and negotiations skills.
- Must be self solution driven, proactive and have an in-depth knowledge of the business environment.
- Must exhibit drive energy, aggression and passion for business development and acquisition

SKILL/COMPETENCIES

- Ability to evaluate needs of customers, and determine what products or service would best serve those needs
- Strong interpersonal and communications skills.
- Must be technology savvy

Kindly note that,
only shortlisted candidates
will be **contacted!**

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Position:
**Relationship Manager
(2 Positions)**
Location:
**Kariakoo Branch
Dodoma Branch**



Qualified candidates MUST send their **CV & Cover Letter** attached with all **academic certificates**.

All applications MUST be sent electronically through:

Email: **recruitment.tanzania@ubagroup.com**

Email subject: **Application for Relationship Manager - Kariakoo Branch or
Application for Relationship Manager - Dodoma Branch 2025**

Deadline: 2nd November 2025

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JOB OBJECTIVE (S)

To establish and maintain positive customer relationships through a bundle of new and existing products.

DUTIES & RESPONSIBILITIES

- Prepare documentation on the creation of risk assets to increase business office profitability.
- Aggressively market the bank's products to ensure favorable market response and optimum build-up of revenue.
- Solicit and acquire customer relationships to improve deposit liability growth and mix.
- Ensure the reactivation of dormant accounts and relationships to improve deposit liability growth and profitability.
- Making calls and visiting business customers as well as attending meetings
- Implementing the delivery of marketing strategies and targets
- Processing data to produce accurate facts, figures, and reports;
- Facilitating, establishing and maintaining effective relationships with new and existing customers;
- Reactivating dormant customer relationships
- Any other duty that may be assigned by your supervisors

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KEY PERFORMANCE INDICATORS

- Must deliver on all financial targets

JOB REQUIREMENTS

- First degree in any field.
- Minimum of three (3) years cognate experience

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KEY COMPETENCY REQUIREMENTS

Knowledge

- Must exhibit drive energy, aggression and passion for business development and acquisition
- Must be technology savvy

Skill/Competencies

- Ability to evaluate needs of customers, and determine what products or service would best serve those needs
- Interpersonal and communications skills.
- Selling and marketing skills
- Must be self solution driven, proactive and have acceptable knowledge of the business environment

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