

## **NAFASI 3 za Kazi Exim Bank Tanzania**

Are you ready to take the next step in your career with a leading financial institution in Tanzania? Exim Bank Tanzania, a prominent player in the banking sector known for its innovative financial solutions and commitment to customer satisfaction, is thrilled to announce three exciting full-time job opportunities at its Corporate Office. Renowned for fostering a dynamic work environment and driving digital transformation in banking, Exim Bank is seeking talented professionals to join its team. Whether you're an experienced audit professional, a digital banking enthusiast, or a commercial banking expert, these roles offer a chance to grow with a forward-thinking organization.

### **Job Listings**

Below is a detailed breakdown of the three open positions at Exim Bank Tanzania. Each role comes with unique responsibilities and opportunities to make an impact in the banking industry.

#### **1. Assistant Audit Manager**

- Number of Openings: 3
- Employer Name: Exim Bank Tanzania
- Location: Corporate Office
- Experience: 3–4 years
- Posted: 19-Jun-2025
- Key Words: Audit, Banking

### **Description/Details**

The Assistant Audit Manager role is critical to ensuring the integrity and efficiency of Exim Bank's operations. This position involves supporting the audit team in conducting thorough reviews, ensuring compliance, and providing strategic insights to enhance organizational processes.

### **Application/Submission Instructions**

To apply for the Assistant Audit Manager position, visit Exim Bank's career portal and select the relevant job listing.

Click here to apply:

<https://careers.eximbank.co.tz/CandidateMAX/#/?CompanyID=EXIMBANK>

### **Important Dates**

- Application Deadline: 19-Jun-2025

## **2. Alternative Delivery Channel Officer II**

- Number of Openings: Not specified (assumed 1 based on JD)
- Employer Name: Exim Bank Tanzania
- Location: Corporate Office
- Experience: 1–2 years
- Posted: 19-Jun-2025
- Key Words: Retail Banking, Digital Banking

### **Description/Details**

The Alternative Delivery Channel Officer II will play a pivotal role in growing Exim Bank's Merchant Acquiring business through POS channels and other digital products. This role is perfect for individuals passionate about digital banking and customer engagement. Key responsibilities include:

- Acquisition & Customer Portfolio Management:
  - Identify potential merchants and drive acquisition through teams and branches.
  - Create new sales and revenue-generating opportunities.
  - Develop partnerships and campaigns with merchants to boost brand visibility and revenue.
  - Prepare high-impact sales presentations and negotiate contracts.
- Retention of Existing Customers:
  - Manage customer queries for all merchants in the assigned portfolio.
  - Arrange partnership marketing campaigns to enhance bank brand awareness.
  - Expand relationships through selling traditional and digital bank products.
  - Manage POS allocation and recovery to ensure profitability.
- Team/Internal Management:
  - Act as a customer advocate while collaborating with cross-functional teams.
- Reporting:

- Maintain daily, weekly, monthly, quarterly, and annual sales reports.
- Provide analytical and strategic reports to track business objectives.
- Ensure the merchant database and POS verification tables are updated.

### **Qualification & Experience**

- Degree in IT, Business, or Banking
- Pleasant personality with strong interpersonal and communication skills
- Ability to work under pressure
- Computer literacy is essential

### **Application/Submission Instructions**

To apply for the Alternative Delivery Channel Officer II position, visit Exim Bank's career portal and select the relevant job listing.

Click here to apply:

<https://careers.eximbank.co.tz/CandidateMAX/#/?CompanyID=EXIMBANK>

### **Important Dates**

- Application Deadline: 19-Jun-2025

### **3. Relationship Manager – Commercial Banking**

- Number of Openings: Not specified (assumed 1 based on JD)
- Employer Name: Exim Bank Tanzania
- Location: Corporate Office
- Experience: 3–5 years
- Posted: 12-Jun-2025
- Key Words: Commercial Banking, Relationship Management

### **Description/Details**

The Relationship Manager – Commercial Banking role is designed for seasoned professionals skilled in building and maintaining client relationships. This position focuses on driving commercial banking growth by managing key accounts, fostering partnerships, and delivering tailored financial solutions to clients.

### **Application/Submission Instructions**

To apply for the Relationship Manager – Commercial Banking position, visit Exim Bank’s career portal and select the relevant job listing.

Click here to apply:

<https://careers.eximbank.co.tz/CandidateMAX/#/?CompanyID=EXIMBANK>

### **Important Dates**

- Application Deadline: 12-Jun-2025

### **Conclusion**

Exim Bank Tanzania is offering three exceptional career opportunities for professionals eager to contribute to a leading financial institution. From the strategic oversight of the Assistant Audit Manager role to the innovative digital focus of the Alternative Delivery Channel Officer II and the client-centric Relationship Manager position, these roles promise growth and impact. Don’t miss your chance to join a dynamic team driving the future of banking in Tanzania. Apply before the deadlines on June 12 and June 19, 2025, to secure your spot.