

Treasury Sales Officer

Background

DCB Commercial Bank Plc is a fully-fledged retail and commercial bank in Tanzania. The bank offers banking services to Individuals, Microfinance, Small to Medium sized Businesses (MSME), as well as large corporate clients. DCB Bank has a wide branch network of over 8 branches, over 1000 DCB Wakala Agents, and over 280 Umoja switch ATMs serving over 3 million customers across the country.

We are currently seeking qualified candidate to fill the role of **Treasury Sales Officer**. The successful candidate will be responsible for building bridges between the banks business units and the market for Treasury products, strategies and structured solutions.

Key Responsibilities

- Working closely with Business Units with a view to increasing the cross-selling ratio.
- Ensuring that the bank's clients are serviced efficiently by quick quotation of rates, quality inputs on the markets and regular contacts.
- Providing solutions for clients with value-added products.
- Ensuring diversification and quality of pipeline and revenues.
- Delivering FX Sales revenue as per agreed budgets.
- Managing a new client acquisition strategy to ensure a continued increase in new clients.
- Monitoring service levels and implementing strategic measures to improve customer satisfaction and overall profitability.
- Doing treasury sales analytics and any other analytics as may be required from time to time opportunities to offer clients.

Qualifications and Experience

- Bachelor's degree of Banking, Finance, Accounting and related field.
- ACI dealing Certification.
- 3 years' experience in treasury sales.
- Ability to pull together various resources to sell and deliver customer solutions.
- Inclusive, flexible, and sensitive to client culture.

If you believe you are the right candidate for this position, kindly submit your application with a detailed CV, photocopies of academic certificate, and names of three referees with their contacts, quoting reference number **DCB/TR/TSO-08/2025** on the subject of the email. To be considered, **your application MUST be submitted through recruitment@dcb.co.tz** not later than **11th September 2025** Hard copy applications will not be accepted.