

Relationship Officer, Business banking

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 **Relationship Officer, Business Banking -13**. The successful candidate will be responsible for growing liabilities and liabilities, maintain quality portfolio and earn income through engaging both DCB and non DCB business and corporate clients to ensure the bank's strategy is achieved.

Key Responsibilities

- Growing the business banking loan portfolio through quality lending, customer acquisition, and achievement of loan disbursement targets.
- Mobilizing deposits by acquiring new customers, deepening existing relationships, and increasing customer balances.
- Driving Non-Funded Income (NFI) growth through cross-selling of banking products and fee-based services.
- Acquiring and onboard New-to-Bank (NTB) customers by identifying prospects, conducting sales calls, and converting opportunities into active relationships.
- Maintaining quality portfolio through proper credit monitoring, customer visits, repayment follow-up, and proactive risk management.
- Working closely with Relationship Managers and Branch Managers to grow business volume, product uptake, and customer profitability.
- Developing and maintain customer pipelines, identify business opportunities, and provide suitable financial solutions.
- Ensuring compliance with KYC, AML, credit policies, and internal procedures during customer onboarding and portfolio management.
- Conducting pre and post-disbursement visits to monitor customer performance and repayment capacity.
- Participating in sales initiatives, marketing activities, presentations, and customer engagement programs.

Qualifications, skills and Experience

- Bachelor's degree from a recognised institution.
- 3 years' experience in sales and client management role in a financial institution.
- Good working knowledge of business banking environment and practices in Dar es Salaam.
- Good selling and negotiation skills.
- Customer centric with excellent communication skills.
- Proficient in use of Microsoft Office tools.

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/RB/ROBB-06/2026** on the subject of the email. To be considered, **your application MUST be submitted through recruitment@dcb.co.tz** not later than **5th July 2026**. Hard copy applications will not be accepted.