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Business Team**

Launch your promising career at Access Bank Tanzania.  
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**Positions:**

**Unit Head, Public Sector -Dar es Salaam**

**Relationship Manager, Public Sector -Dar es Salaam**

**Email: [careers@accessbankplc.com](mailto:careers@accessbankplc.com) to submit your application  
Deadline: 10th June 2026**

**Only successful candidates will be contacted.**



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## **Job Title: Unit Head, Public Sector**

### **Job: Description**

- Lead the development and execution of the Public Sector banking strategy within the wholesale banking division in line with overall institutional objectives.
- Drive growth of the public sector portfolio through acquisition of new government, parastatal, and state-linked institutional clients.
- Manage and deepen relationships with key public sector stakeholders, ensuring long- term, sustainable partnerships.
- Oversee end-to-end client coverage, ensuring high-quality service delivery across transaction banking, lending, trade finance, and treasury solutions.
- Identify and structure tailored financial solutions that meet the funding, cash management, and operational needs of public sector clients.
- Lead credit origination activities for public sector clients, including preparation of credit proposals and engagement with credit risk teams for approvals.
- Ensure effective portfolio management, including monitoring utilization, risk exposure, repayment performance, and early warning signals.
- Drive revenue growth through deposits, lending, fees, and cross-selling of wholesale banking products.
- Ensure compliance with all regulatory, internal credit policies, and public sector governance requirements.
- Coordinate with internal product, risk, legal, and operations teams to ensure timely execution of client transactions.
- Lead, coach, and develop the Public Sector coverage team to ensure high performance and strong client relationship management capability.
- Monitor market trends, government policies, and fiscal developments to identify opportunities and risks affecting the public sector portfolio.
- Prepare and present performance, pipeline, and portfolio reports to senior management on a regular basis.

Deadline: 10th June 2026

**Location: Dar-es-Salaam**



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## **Job Title: Relationship Manager, Public Sector**

### **Job: Description**

- Development of new business.
- Implementation of the Bank's Public Sector Strategy.
- Development of Public Sector products and services.
- Management and maintenance of existing customer relationships and development of new customer relationships.
- Management of credit risk framework.
- Fund the bank with cheap liabilities.
- Prepare weekly reports.
- Achieve Profitability, Deposit and other performance targets.
- Monitor the unit's performance against monthly/quarterly/annual plans.
- Prepare the team's annual budget for consolidation and incorporation into the bank's budget.
- Prepare and present the Monthly Profitability Report (MPR) to the Banks management.
- Appraise Relationship Officers.
- Perform other duties as assigned by management.

**Deadline: 10th June 2026**

**Location: Dar-es-Salaam**