

We Are Hiring!

Positions

- Assistant Relationship Manager
-Transactional Banking (Arusha)
- Relationship Manager – Public
& High Net Worth (Zanzibar)

Please send your application letter and CV to:
Email : recruitment2026@diamondtrust.co.tz
Deadline : 23rd March, 2026

Relationship Manager – Public & High Net Worth (Zanzibar)

Job Purpose

To build and maintain relationships across a portfolio of high value Clients (Tourism and Hospitality), Local Government, Public Institutions, by focusing on growing value through achieving challenging sales and stretching income targets and improving customer satisfactions. The jobholder will be responsible for business portfolio growth and retention of existing customers where he/she is expected to increase “wallet share”

Duties

Grow portfolio value in line with agreed targets. This is achieved through cross sell or up sell by providing a variety of products and services to customers.

Expand assigned portfolios through product optimization and profitable cross selling

Prospect and establish new customers by managing a sales pipeline and developing and delivering proposals to customers by illustrating Bank's value proposition.

Work in conjunction with HQ team in providing proposals and implementing sales strategies to achieve sales growth

Build and sustain relationships with customers and ensure client satisfaction and loyalty to the bank.

Leverage available resources to effectively implement company marketing plan, strategies, and sales processes

Requirements

Bachelor's degree in degree or advanced diploma in accounting, Business Administration, Banking and Finance, or related fields

Work Experience

Minimum 3 years banking experience with knowledge of Banking Business, Relationship Management, Banking Operations and Government Operations

Personal Attributes

Interpersonal skills to effectively communicate with and manage customer expectations (internal and external), and other stakeholders who impact performance.

Self-empowerment to enable open communication, teamwork needed to a customer-service oriented culture.

In-depth understanding of Government transactions/projects, banking industry or sector trends.

Assistant Relationship Manager- Transactional Banking (Arusha)

Job Purpose

To build and maintain relationships across a portfolio of high value Clients (Tourism and Hospitality), Corporates by focusing on growing value through achieving challenging sales and stretching income targets and improving customer satisfactions. Responsible for overseeing and managing the relationships with Top borrowers ensuring efficient management of inflows and payments.

Duties

- Assist in maintaining and deepening relationships with corporate clients, focusing on Transactional Banking products and services.
- Act as the primary point of contact for day-to-day Transactional queries and service requests from clients
- Support Senior Relationship managers in Lending queries, cross selling and follow-ups on documentation.
- Identify new business opportunities and achieve sales targets that will contribute to revenue and liability growth
- Monitor and report key client accounts, sales performance and business development activities.
- Stay updated on industry trends and competitor activities to enhance the competitive advantage.

Requirements

- Bachelor's degree in accounting, Business Administration, Banking and Finance, or related fields
- Strong understanding of banking products, loan covenants and financial risk management.

Work Experience

- Minimum 3-5 years in corporate sales, account management. General Knowledge of operating systems/banking products and customer service delivery systems will be an added advantage

Personal Attributes

- Interpersonal skills to effectively communicate with and manage customer expectations (internal and external), and other stakeholders who impact performance.
- Self-empowerment to enable open communication, teamwork needed to a customer-service oriented culture.