

Job Opportunity: Relationship Manager – Prestige Banking

Position Overview

We Are Hiring!

Position: Relationship Manager – Prestige Banking

Job search portal

Job Purpose

The RM will be responsible for acquiring, managing, and deepening relationships with high value customers under the Prestige Banking segment. The role ensures the delivery of exceptional client experiences, effective risk management, and achievement of financial targets as per Client Portfolio.

Duties

- Manage existing customer relationships through regular contacts and visits by ensuring customers' banking needs are addressed effectively in a timely manner.
- Act as a primary contact point for all prestige customer queries and requests.
- Coordinate with internal teams to resolve service issues promptly.
- Ensure clients receive priority service including jump queue facilitation and fast track processing.
- Identify and develop a target pipeline and aggressively market for new profitable customers and utilize cross selling opportunities.
- Drive revenue creation opportunities by offering customers the relevant value propositions that meet their needs and ensure the provision of excellent relationship management.
- Proactively manage client portfolio in compliance with regulatory environment, keeping up with bank's guidelines, policies and procedures to mitigate financial loss and fraud within the bank.
- Conversion of customers, thus increasing the Bank's customer base.
- Achieve revenue, deposit, and asset growth targets specific to the prestige banking segment.

Requirements

- Bachelor's degree / Advanced diploma in Business administration or related discipline.
- Minimum of 3 years' experience in Sales /Relationship management in banking.

Skills

- Strong service ethic.
- Excellent communications skills.
- Good decision-making skills and response to high-pressure situations.
- Strong evaluation, communication and reporting skills.
- Ability to build relationships and networks easily.
- Ability to work with details and time-sensitive issues.

Please send your application letter and CV to:

Email: recruitment2025@diamondtrust.co.tz

Deadline: 19th December, 2025

*Successful candidates will be contacted within 14 days after the deadline of submission.