



1. JOB TITLE: Legal Counsel; Retail Business (1 Position(s))

Job Location :

Head Office

Job Purpose:

To assist the Senior Manager; Retail (Legal) in their daily activities and in preparing legal documentation.

Main Responsibilities:

- Assist the Senior Manager, Retail Business in drafting contracts for Retail clients.
- Prepare relevant legal opinions and lending related documentation as required.
- Prepare and coordinate information and lending documents to be sent to branches and relevant departments.
- Ensure the registration of documents with the relevant government departments.
- Discharge of security documents.
- Train branch officials on different lending procedures, documentation and registration procedures.
- Support all NMB branches in all legal Retail lending issues (more than 220 branches).

Knowledge and Skills:

- Must have sufficient knowledge of all laws and regulations in Tanzania.
- Adequate knowledge in standard computer applications.
- Ability to work under pressure and meet tight deadlines.
- A quick learner who can work under minimum supervision.
- Must display flexibility in day-to-day work.
- Good communication and stakeholder management skills

Qualifications and Experience:

- Minimum of a bachelor's degree in law or its equivalent.
- Must be a registered Advocate.
- Minimum of 3 years working experience in a legal environment.

Job closing date : 23-Nov-2022

2. JOB TITLE: Usage and Retention Manager (1 Position(s))

Job Location :

Head Office, Hq

Job Purpose:

Develop and execute NMB customer base management strategy for NMB bank and delivery thereof through various customer value management activities and initiatives.

Analyze customer behavior and create, execute, and monitor direct marketing campaigns that will maximize the customer's lifetime value through increasing their engagement and growing their revenues/margins.

Main Responsibilities:

- Campaign configuration, execution, and monitoring
- Ensuring CVM campaigns drive the base management KPIs (incremental revenue, engagement (Cross sell/Up sell), inactivity management)
- Create campaign business case and ensure return on investment on the campaigns.
- Analyze customer data for insights to implement and execute a customer value management strategy to maximize customer lifetime value and the contribution of the customer base to overall services revenue.
- Create/maintain all campaign related documentation

Knowledge and Skills:

- Strong knowledge on BI tools
- Strong knowledge on Microsoft Excel and other Office packages
- Strong Knowledge on Data Query Language (SQL)
- Numerical and statistical knowledge
- Python/R programming languages
- Strong communication skills
- Commercial awareness
- Teamwork

Qualifications and Experience:

- Bachelor's Degree in Computer Science/Engineering/Finance/Economics/Statistics/Mathematics or related field
- Master's degree is added advantage
- Three years' working experience in a similar environment
- Telecom Usage & Retention experience is an added advantage

NMB Bank Plc is committed to creating a diverse environment and is proud to be an equal opportunity employer

Job closing date : 24-Nov-2022

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