



Job Advertisement: Business Manager

Company: First Housing Finance (Tanzania) Limited
Job Title: Business Manager
Department: Business
Reports To: Chief Executive Officer

Company Description

First Housing Finance (Tanzania) Ltd is the leading housing finance company in Tanzania, committed to providing long-term housing solutions for Tanzanian citizens. As the pioneer in the Tanzanian housing finance market, we offer a wide range of mortgage products, including solutions for home purchase, improvement, extension, completion, and refinancing. Our mission is to empower individuals and families to achieve their homeownership dreams through innovative, tailored financial services.

Role Purpose

We are seeking a results-driven **Business Manager** to lead a high-performing team of Relationship Officers and Managers. This pivotal leadership role is responsible for driving business growth, ensuring exceptional customer service, and delivering tailored mortgage solutions. The Business Manager will oversee the end-to-end mortgage process, from client engagement to loan disbursement, while coaching and mentoring the team to meet and exceed performance targets.

Key Responsibilities

- Lead, motivate, and manage a team of Relationship Officers and Managers.
- Develop and implement mortgage sales strategies to achieve business growth and revenue targets.
- Build and maintain strong relationships with key stakeholders, partners, and clients.
- Monitor team performance and provide regular coaching, training, and development opportunities.
- Ensure full compliance with regulatory requirements and internal policies.
- Analyze market trends to identify opportunities for business expansion.
- Collaborate closely with product development, credit, and operations teams to enhance service delivery and streamline processes.

Qualifications & Skills

- Bachelor's degree in Business, Finance, or a related field; a Master's degree is an added advantage.
- Minimum of 5 years' experience in the mortgage or financial services industry.

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- Proven experience in leading and managing sales or relationship management teams.
- Strong knowledge of housing finance products, credit assessment, and regulatory frameworks.
- Excellent leadership, communication, interpersonal, and analytical skills.
- A customer-focused mindset and a genuine passion for helping clients achieve homeownership.

First Housing Finance (Tanzania) Limited is an **equal opportunity employer**. We are committed to fostering a diverse and inclusive workplace and are proud to support a gender-balanced workforce.

How to Apply

Interested candidates are invited to submit their **CV** and a **cover letter** detailing their qualifications and relevant experience to: info@firsthousing.co.tz

Deadline for applications: 17th April 2025