



## **JOB TITLE: Direct Sales Staff - Fixed Term (1 Year) (50 Position(s))**

### **Job Purpose:**

Drive retail sales objective of the bank through day-to-day customer visits and selling bank products and services to new and existing customers, while deepening existing customer relationships and maintain operational excellence within the appropriate service standards.

### **Tenure 1 year (Renewable subject to performance)**

**Location Central Zone, Highland Zone, Lake Zone, Northern Zone, Southern Zone, Western Zone.**

### **Main Responsibilities**

- Acquire new bank customers by appointment, referral solicitation or door to door canvas in the assigned territory
- Opening bank accounts to new customers and collect account opening fees for onward delivery to the branch
- Register customer to NMB mkononi and educate on the usage of our self-service channels
- Ensure all account opened meet the required KYC standards as per the bank's processes and procedures
- Meet or exceed weekly, monthly or yearly sales quotas
- Generate leads, upsell and cross-sell bank products and services from the customers
- Participate in campaigns, special projects & events to sell bank products and services

- Identify repeat businesses and create relationship by regular selling of bank products & services
- Assist management in identifying viable marketing and pricing strategies
- Safe keeping of working tools and marketing materials
- Continuous upgrade and improve sales presentation (avoid miss-selling) and knowledge of products, services and bank tariffs
- Perform any other relevant duties as assigned

### **Knowledge and Skills**

- Direct sales knowledge
- Knowledge of bank products and services
- Ability to handle and build customer relationships
- Ability to sell outside the banking halls with daily exposure to outside environment, including inclement weather
- Flexible to work within non-standard business hours
- Excellent detail orientation and follow through skills
- Sound consultative selling skills
- Exceptional customer service skills
- Communication and Presentation skills
- Standard Computer skills word and excel

### **Qualifications and Experience**

- Holder of a Bachelor's degree or Diploma or equivalent
- Fresh Graduates from college/university are highly encouraged to apply

If you are interested in taking up this exciting opportunity, please register and apply by attaching the below documents

- i)Your current CV.
- ii)Your application letter specifying your zone of preference

Please note that the deadline for receiving applications will be **29th August 2022**. All applications must be done through this page.

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

**“NMB Bank Plc does not charge any fee in connection with the application or recruitment process. Should you receive a solicitation for the payment of a fee, please disregard it”.**

**APPLY HERE**

**Job closing date : 29-Aug-2022**