



Tunahitaji

# Afisa Mauzo

kwenye matawi yetu ya  
Dar es Salaam na Pwani

Wasilisha nakala za  
mahitaji haya kwenye  
tawi unaloomba kazi.

- Vyeti vya shule
- Kitambulisho cha Taifa
- CV
- Nambari ya TIN

#NBCDaimaKaribuNawe





## DIRECT SALES AGENTS RECRUITMENT AT NATIONAL BANK OF COMMERCE (NBC)

**Business Title:** Direct Sales - 51 positions, 3 per branch

**Supervision:** Business Development Manager, at branch

**Location:** Dar es Salaam NBC branches

**Contract Duration:** 6 months

### Scope of Work

Commission based business with the bank to drive mass market customer acquisition in line with bank plans through pro-active selling.

### Job Description

- i. Deliver exceptional sales performance by identifying and meeting customer needs through selling Liabilities (deposit) products.
- ii. Provide direct “hands on” sales support (quality lead generation and effective follow up) to generate and convert quality leads into sales
- iii. Participate in sales activations and campaigns to meet specific targets.
- iv. Ensure all on-boarded customers are active and digital connected
- v. Complete account opening together with customers in line with NBC Bank policies and requirements before submitting to operations for processing.
- vi. Comply with general NBC Operational risk & Rigour requirements e.g., Health & Safety standards and security of premises, KYC, and anti-money laundering regulations.
- vii. Achieve agreed sales targets

### Qualifications

- i. Education – At least certificate/Diploma
- ii. Minimum Age – At least 18 years
- iii. Knowledge of banking products
- iv. Must be sales driven and possess excellent communication skills
- v. Team player who takes individual accountability for results
- vi. Highly organized, independently motivated worker with impeccable follow-up skills
- vii. Strong organization skills and the ability to quickly assess and prioritize.

### Requirements

Submit physical copies of the below requirements at the branch you are applying for.

- i. Copy of academic certificates
- ii. Copy of National ID
- iii. Copy of CV
- iv. TIN Number

**Deadline: 30<sup>th</sup> January 2023**