



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

**Business Title:** Direct Sales – 570 positions  
**Location:** All NBC Bank branches listed below

**Supervision:** Business Development Manager, at branch  
**Contract Duration:** 6 months

## Job Summary

To support sales of Retail banking Liabilities products at branches to achieve agreed sales targets in line with the business objectives through pro-active selling and at the same time providing excellent customer service.

## 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 onboarded 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. Carry any other related duties as assigned by the line manager.

## Minimum 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

## Job Locations

#	Branch Name	#	Branch Name	#	Branch Name	#	Branch Name
1	Arusha	16	Kibaha	31	MPanda	46	Sumbawanga
2	Babati	17	Kigamboni	32	Mtwara	47	Tabora
3	Bukoba	18	Kigoma	33	Muhimbili	48	Tanga
4	Bunge	19	Lindi	34	Musoma	49	Tarime
5	Chang'ombe	20	Makambako	35	Mwanjelwa	50	Tegeta
6	Chanika	21	Masasi	36	Mwanza	51	Tukuyu
7	Corporate	22	Mbagala	37	Njombe	52	Tunduma
8	Dodoma	23	Mbeya	38	Nyamongo	53	Ubungo
9	Geita	24	Mbezi	39	Nyanza	54	UDOM
10	Ifakara	25	Meru	40	Samora	55	UDSM
11	Industrial	26	Michenzani	41	Sea Clif	56	Victoria
12	Iringa	27	Mlimani City	42	Shinyanga	57	Zanzibar
13	Kahama	28	Mnazi Mmoja	43	Simiyu		
14	Karatu	29	Morogoro	44	Singida		
15	Kariakoo	30	Moshi	45	Songea		

**Deadline: 22<sup>nd</sup> December 2023**