



**WE ARE**

**HIRING**

# Sales Officer

**REPORTING TO:**

Branch Manager

**RESPONSIBLE FOR:**

N/A

**BRANCH:**

Kurasini

**NATURE OF EMPLOYMENT:**

Contract

**REGION:** Dar Es Salaam

**HOURS OF WORK**

8am - 5pm Monday to Friday. 8am – 1pm Saturdays.  
Additional hours as required by workload



Call **0800 780 111** or visit [www.eximbank.co.tz](http://www.eximbank.co.tz)





## 1. PURPOSE OF JOB:

The purpose of this job is to generate revenue for the Bank by selling the company products and services to existing customers and potential customers within the territory and target assigned.

## 2. PRINCIPLE ACCOUNTABILITIES :

### SALES PROMOTION:

- Promote and extend sales of personal products to the defined market segment by cross selling and as per the target assigned.
- Provide accurate information to the customers on Bank's existing and new products.
- Acquisition of current and savings accounts via telephone calls and in-person visits and presentations to existing and potential customers.

## 3. RISK MANAGEMENT & OPERATIONAL CONTROL:

- 100% compliance to KYC and AML policies and procedures.
- Ensure adherence to policies and procedures pertaining to all Bank products and service

## 4. SKILLS:

- Minimum of Diploma qualification in any field.
- Knowledge on Banking products.
- At least 1 year Banking experience preferably in sales or product promotion.
- Proven success track record for 1 year.



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## 5. QUALITIES:

- Good interpersonal skills
- Ability to work under pressure
- Honest
- Networking Skills
- Self-motivated
- Sales and negotiation skills

## 6. OTHERS:

- Carry out work in accordance with the Banks procedures.
- Perform the assigned tasks with due diligence.
- Eliminate waste of whatever form, suggest the use of new practices and contribute to the continuous improvement of the Bank.

**Kindly use the provided link to submit your application.**

NB: Only shortlisted candidates will be contacted

Application deadline: **16th Aug 2024.**



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