



AKIBA COMMERCIAL BANK PLC
benki kwa maendeleo yako



WE ARE HIRING

JOIN THE TEAM

**DIRECT SALES AGENT
(100 POSITIONS)**



+255 (746) 811 510
support@acbbank.co.tz | www.acbbank.co.tz



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Akiba Commercial Bank Plc

Tenure

6 months (Renewable subject to performance)

Location:

Dar es Salaam, Mwanza, Arusha, Kilimanjaro, Dodoma and Mbeya.

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.

Main Responsibilities:

- ▶ Acquire new bank customers by appointment, referral solicitation or door to door canvas in the assigned area.
- ▶ Open bank accounts to new customers and collect account opening fees.
- ▶ Register customer to Akiba mobile 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.



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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.
- ▶ 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

- ▶ Bachelor's degree, Diploma or equivalent in Business related fields like Marketing, Business Administration, Accounting, Finance or any other related fields.
- ▶ The positions are only open for fresh graduates of 2024.

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

- Your current CV.
- Your application letter specifying your branch of preference.

Please note that the deadline for receiving applications will be 31 January 2025
All applications must be sent to [**recruitment@actz.com**](mailto:recruitment@actz.com)



Branches: Main, Kariakoo, Ubungo, Kijitonyama, Tegeta, Temeke, Mbagala, Ukonga, Buguruni, Mwanza, Arusha, Moshi, Dodoma and Mbeya.



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