



CAREER OPPORTUNITIES

JOB TITLE: DIRECT SALES STAFF

CONTRACT TYPE: CONTRACT FOR SPECIFIC TASK

DURATION: 1 YEAR CONTRACT

LOCATION: NORTHERN ZONE

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 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 required KYC standards as per bank processes and procedures
- Meeting or exceeding weekly, monthly or yearly sales quotas
- Generate leads, upsell and cross of bank products and services from the customers
- Participate in campaigns, special projects & events to sell bank products and services
- Identify repeat business and create relationship for regular selling of bank products & services
- Assisting 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 duties as assigned

Attributes

- Direct sales knowledge
- Knowledge of bank products and services
- Handling and building 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 University Degree or Diploma or equivalent
- Fresh graduate from college/university or not more than 2 years after graduation

How to Apply:

If you are interested, please submit the following before **Monday, 13th September, 2021 at 1700hrs:**

- **Certified** relevant **scanned** copies of your certificates/testimonials (Final university/college certificates, transcripts, Ordinary and Advanced level academic certificates and Birth certificate.
- **Signed application letter, detailed and signed scanned CV**, including three reliable referees (must be your lecturer, academic supervisor, Dean or supervisor at work and NOT relatives) with their full addresses; showing clearly your competencies and skills, full address at work or at home including telephone, mobile phone and email address.

NOTE: The application letter, CV and certified copies of your certificates/testimonials should be scanned and attached as a single document.

Send your applications to Zonal Manager – Northern Zone via email:
NorthernZoneRecruitment@nmbbank.co.tz

NB: Only shortlisted applicants will be contacted and all hand delivery applications will not be considered.