



WE ARE HIRING

Sales Officer

REPORTING TO:

Branch Manager

RESPONSIBLE FOR:

N/A

NATURE OF EMPLOYMENT:

Contract

BRANCH: Dar es Salaam, Tabora, Kigoma, Moshi and Zanzibar.

NATURE OF EMPLOYMENT:

As per branch location

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



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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.

Brand Image

- Improve the visibility of the products.
- Build long term relationship with existing referrals and potential referrals.

3. SKILLS AND COMPETENCES:

- 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.

4. QUALITIES:

- Good interpersonal skills
- Ability to work under pressure.
- Honest
- Self-motivated
- Sales and negotiation skills
- Carry out work in accordance with the bank's procedures.
- Perform the assigned tasks with due diligence.

*Please apply through the link provided

NB: Only shortlisted candidates will be contacted

Application deadline: **31st December 2023**



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