



AKIBA COMMERCIAL BANK PLC
benki kwa maendeleo yako

WE ARE HIRING

JOIN THE TEAM

**DIRECT SALES AGENT
(85 POSITIONS)
- FIXED TERM CONTRACT.**



Call: +255 (746) 811510 | email: support@acbbank.com
Website: www.acbbank.co.tz

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:

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

Please note that the deadline for receiving applications will be 30 August 2024
All applications must be sent to recruitment@acbtz.com



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