



# DIRECT SALES AGENTS RECRUITMENT AT NATIONAL BANK OF COMMERCE (NBC)

**Business Title:** Direct Sales – 60 positions/branch

**Supervision:** Business Development Manager, at branch

**Location:** All NBC Bank branches listed below

**Contract Duration:** 1 year

## Job Summary

To support sales of Retail banking Liabilities products at branches to achieve agreed sales targets in line with the business objectives through pro-active selling and at the same time providing excellent customer service.

## Job Description

- i. Deliver exceptional sales performance by identifying and meeting customer needs through selling Liabilities (deposit) products.
- ii. Provide direct “hands on” sales support (quality lead generation and effective follow up) to generate and convert quality leads into sales.
- iii. Participate in sales activations and campaigns to meet specific targets.
- iv. Ensure all onboarded customers are active and digital connected.
- v. Complete account opening together with customers in line with NBC Bank policies and requirements before submitting to operations for processing.
- vi. Comply with general NBC Operational risk & Rigour requirements e.g., Health & Safety standards and security of premises, KYC and anti-money laundering regulations.
- vii. Carry any other related duties as assigned by the line manager.

## Minimum Qualifications

- i. Education – At least an ordinary level
- ii. Minimum Age – At least 18 years
- iii. Knowledge of banking products
- iv. Must be sales driven and possess excellent communication skills.
- v. Team player who takes individual accountability for results
- vi. Highly organized, independently motivated worker with impeccable follow-up skills
- vii. Strong organization skills and the ability to quickly assess and prioritize.

## Requirements

Submit physical copies of the below requirements at the branch you are applying for.

- i. Copy of academic certificates
- ii. Copy of National ID
- iii. Copy of CV
- iv. TIN Certificate

## Job Locations

#	Branch Name	#	Branch Name	#	Branch Name	#	Branch Name
1	Arusha	17	Kigamboni	33	Mpanda	49	Tabora
2	Babati	18	Kigoma	34	Mtwara	50	Tandahimba
3	Bukoba	19	Lindi	35	Muhimbili	51	Tanga
4	Bunge	20	Mafinga	36	Musoma	52	Tarime
5	Chang’ombe	21	Makambako	37	Mwanjelwa	53	Tegeta
6	Chanika	22	Masasi	38	Mwanza	54	Tukuyu
7	Corporate	23	Mbagala	39	Njombe	55	Tunduma
8	Dodoma	24	Mbeya	40	Nyamongo	56	Ubungo
9	Geita	25	Mbezi Beach	41	Nyanza	57	UDOM
10	Ifakara	26	Mbinga	42	Samora	58	UDSM
11	Industrial	27	Meru	43	Sea Clif	59	Ukerewe
12	Iringa	28	Michenzani	44	Shinyanga	60	Victoria
13	Kahama	29	Mlimani City	45	Simiyu	61	Zanzibar
14	Karatu	30	Mnazi Mmoja	46	Singida		
15	Kariakoo	31	Morogoro	47	Songea		
16	Kibaha	32	Moshi	48	Sumbawanga		

**Deadline: 21<sup>st</sup> January 2025**



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