

# Exciting Career Opportunity!

**We are currently seeking for Sales Executive in Tanga, Arusha, Mwanza, Dodoma and Zanzibar.**

**The successful candidate will be responsible for the following duties and responsibilities:**

- Achieve the agreed individual sales targets and ensure compliance with the bank's policies and procedures in all bank's activity.
- Promote bank retail products and service to potential customers by making proactive sales efforts and capitalizing on cross selling opportunities to achieve the sales targets and enhance alternative delivery channels.
- Participate in conducting promotional activities, meetings, and road shows in the assigned areas to achieve the budgeted sales volumes.
- To establish, maintain and grow Agency Banking portfolio to attain optimal portfolio activeness.
- To ensure all agents are well serviced, branded, and active in their business operations by providing on time support and brand facilitation activities.
- To acquire, sell and cross sell major product lines.
- To collect forms from all agents and ensure the submitted customer applications and documents are complete and error free to facilitate swift execution.
- To follow up for the document discrepancies which have been approved as deferral.
- To create and sensitize customers for agents in the specific cluster allocated through street activations and aggressive selling.
- To provide ongoing customer/market feedback to supervisors allocated in order to improve business environment.
- Frequent reporting of achievements, opportunities, and challenges of the market cluster.

**Key Competency Requirements:**

- Ability to prioritize and handle multiple tasks.
- Strong communication and negotiation skills.
- Ability to deal with various personalities.
- Customer centric knowledge.
- Relationship building skills.
- Problem solving skills.
- Sales driving strategies.
- Result and target oriented.

**Qualifications and Experience required:**

Bachelor's degree in Marketing, Finance, Accounting, Business Administration, or any other related field.

Working experience in sales related field will be an added advantage.

**The deadline for submission of application is 24th January 2025.**

All applications (include application letter, Resume, academic and professional certificates) should be physically submitted to the respective branch.

Only shortlisted candidates will be contacted.

**Customer Service 0657 980 000**

☎ 0657 980 000  /amanabanktz  /amanabank  
customerservice@amanabank.co.tz



**Amana Bank**  
*Together, on the right path*