

Job: Direct Sales Representative at the following branches - Eldoret, Kisumu, Kakamega, Mombasa, Nairobi, Nyeri, Meru, Nakuru.

Position: Direct Sales Representative

Branch: Eldoret, Kisumu, Kakamega, Mombasa, Nairobi, Nyeri, Meru, Nakuru.

Department: Business Development

Reports To: Business Dev. Manager

Job purpose:

The Direct Sales Representative is responsible for recruiting new members and selling all the Sacco FOSA and BOSA products to members, growing business and market share while maintaining a high level of relationship management.

Key Duties & Responsibilities

- i. Recruit new quality organizations/individuals and guiding on eligibility for account opening.
- ii. Recruit new members from existing and new organizations while ensuring compliance to Sacco policies and procedures.
- iii. Act as the point of contact for assigned relationships and increase market share as per the assigned Sacco targets.
- iv. Ensure minimum requirements for Share Capital and deposits for every recruited member are met.
- v. Explain to members the different types of FOSA and BOSA products available and their respective terms and conditions.
- vi. Ensure customer satisfaction of the assigned organizations.
- vii. Participate in execution of all Sacco marketing events as assigned by the line manager or supervisor from time to time.
- viii. Establish and manage a portfolio of members ensuring that all assigned KPI's for BOSA and FOSA products are met as per set targets.

Knowledge, Qualifications & Experience

- i. Diploma in sales and marketing or in business related fields.
- ii. Proficiency in computer skills.
- iii. Minimum two (2) years in sales and marketing is an added advantage.
- iv. Motivation for sales and ability to demonstrate a track record of meeting sales goals.
- v. Confident and with good negotiation skills.
- vi. Good communication and interpersonal skills.
- vii. High level of professionalism, integrity, and ability to work under minimal supervision.

Working Conditions:

- The job is typically performed in the field during regular business hours.
- The job requires standing for extended periods.
- Exposure to confidential and sensitive financial information necessitates a high level of integrity and confidentiality.

Closing Date - 31/12/2023

Send cv and application letter to hr@kenyabankers.coop. Subject should be the job role.