



# Job Description

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<b>Job Title</b> Direct Sales Agents - 35	<b>Job Location</b> Dar es Salaam	<b>Category</b> Sales
<b>Job Type</b> Full Time	<b>Job level</b> Entry	<b>Industry</b> Banking
<b>Open to Expatriates</b> Only Open to Tanzanian Nationals		

## Minimum Requirements

<b>Min Budget</b> -	<b>Max Budget</b> -	<b>Primary Industry</b> Banking: 1 Years
<b>Secondary Industry</b> -	<b>Primary Category</b> Sales: 1 Years	<b>Secondary Category</b> -
<b>Certificate</b> -	<b>Qualification</b> -	

## Summary

The Direct Sales Agents will be responsible for creating customer awareness of companies' products and services. They will be responsible for presenting companies' products and services to potential customers and closing sales.

## Responsibilities

- Facilitate cold and warm calls to prospective leads
- Schedule and follow through on calls with leads and current customers
- Communicate with leads and customers via email
- Prioritize and/or escalate lead and customer questions as needed
- Advise on appropriate purchase options
- Promote specific products as directed by upper management
- Inform leads and customers of current promotions and discounts
- Maintain positive business and customer relationships in the effort to extend customer lifetime value
- Develop strategies for more effective sales, both individually and as part of a team
- Source and work customer referrals
- Track all appointments, sales, complaints, status reports, etc. thoroughly for manager review
- Meet and/or exceed monthly and quarterly sales quotas Self-improve continuously by way of experience and manager feedback.

## Education & Qualifications

- Bachelor degree and equivalent

## Requirements

- 1 - 3 years related experience

- Graduates with a zeal to learn

## Characteristics

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- Well presentable
- Sales of the bank's products to different target groups
- Open-minded and friendly
- Interpersonal skills
- Very good communication skills in both oral and written
- Fluent in english
- Trustable and likable
- Ability to build positive relationships with clients

## Reporting To

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Sales Manager

## Driving Licence

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Not Required

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