



Job Description

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Job Title Growth Agents	Job Location Dar es Salaam	Category Sales
Job Type Full Time	Job level Entry	Industry Banking

Open to Expatriates
Only Open to Tanzanian Nationals

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Banking: 1 Years
Secondary Industry -	Primary Category Sales: 1 Years	Secondary Category -
Certificate -	Qualification -	

Summary

The Growth Agents are Direct Sales Agents who 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

- 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

Sales Team Lead

Driving Licence

Not Required

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