

NAFASI 30 za Kazi Direct Sales National Bank of Commerce

Position: Direct Sales 30 Post

Location: Kariakoo Uhuru Branch

Supervisor: Business Development **Manager Contact Duration:** 12 months

Job Summary

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

Job Description

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

Minimum Qualifications

- Education-At least form four/certificate/Diploma/Degree.
- Minimum Age-At least 18 years.
- Knowledge of banking products.
- Must be sales driven and passes excellent communication skills.
- Team player who takes individual accountability for results.
- Highly organized, independently motivated worker with impeccable follow-up skills.
- 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.

- Copy of academic certificates.
Copy of National ID.
- Copy of CV.
- TIN Number

Deadline is 30 June 2025