

An Exciting Career Opportunity in Banking

Consolidated Bank of Kenya Ltd is Kenya's SME bank of choice that provides flexible financial solutions that support our customers in achieving success. The Bank is well positioned, with presence in majority of the country's business hubs to continually offer pleasant and convenient services. We seek to recruit qualified, experienced, competent and highly motivated individuals to fill the position of Direct Sales Representatives.

DIRECT SALES REPRESENTATIVES

Job Purpose

Reporting to the Branch Manager, the Direct Sales Representatives will be responsible for acquisition of new business within the assigned branches. This position is on contract terms for a period of one year renewable based on performance.

Branch Locations

Nairobi (Koinange, Harambee, River Road, Umoja, Embakasi), Kitengela, Thika, Murang'a, Nyeri, Embu, Meru, Laare, Maua, Isiolo, Mombasa, Nakuru & Eldoret.

Key Responsibilities

- Deliver set sales targets in assets, liabilities, customer numbers and alternative business channels for the Bank.
- Provide excellent customer service.
- Participate in product campaigns to ensure product information is readily available to customers.
- Conduct door-to-door direct selling.
- Gather feedback from customers on Bank products and their experience to seek improvement.
- Provide regular sales reports.

Qualifications and Experience

The ideal candidate should:

- Possess a degree or diploma in a business related field from a recognized institution.
- Have a minimum mean grade of C plain in KCSE.
- Have excellent analytical and interpersonal skills
- Have excellent verbal and written communication skills.
- Be confident and self-driven with strong negotiation skills.
- Have ability to deliver set business targets with minimum supervision.
- Experience in sales or client relationship will be an added advantage.



Method of Application

To be considered, the application must have a copy of

- Degree/diploma certificate
- KCSE Certificate
- National ID

All applicants **MUST** send their application & CV quoting the position to: recruitment@consolidated-bank.com by **Friday, 24th March 2023**.

Only shortlisted candidates will be contacted.

Consolidated Bank of Kenya Ltd is an equal opportunity employer.