



# FINANCE TRUST BANK

## JOB OPPORTUNITY

Finance Trust Bank was licensed as a Tier 1 Commercial Bank on 11th November, 2013, taking over the financial services business of Uganda Finance Trust Limited (MDI). Today Finance Trust Bank is a fully fledged commercial bank serving a clientele of over 400,000 depositors and over 23,000 borrowers, through a network of 36 branches country wide. The bank offers a variety of Products and services including; Savings, Current accounts, Loans, Money transfer services and Bills payments to its target market which comprises of micro, small and medium entrepreneurs, salary earners and youth.

The bank is desirous of growing its customer base, and is therefore seeking to recruit dynamic, self-motivated, result oriented persons to fill the following commission based positions;

### 1. Direct Sales Officers.

The position is commission based and offers a six months contract which is renewable based on performance and or business need. It is based at a branch of the Bank.

#### Role of the job

To drive sales and grow the institutions products range, through direct sales and mobile marketing.

#### Key Result Areas

- Identify, plan and visit potential clients.
- Make repeat sales to Finance Trust Bank existing customers.
- Implement the Institution's sales program in line with the marketing strategies through participation in trade fairs, exhibitions and road shows, etc.
- Record sales and review own performance against set targets.
- Provide feedback to the institution on customers, competition and the market.
- Monitor, respond and follow up prospective clients so as to conclude sales.
- Sell and cross sell all bank products.
- Maintain and develop existing and new customers through planned individual account support.
- Prepare venues and materials for sales activities.

#### Minimum qualification requirements, technical and behavioral competencies:

- A Diploma in a business related discipline from a recognized institution.
- Work experience in Sales will be an added advantage.
- Fluency in local language of the area.
- Excellent Sales and Marketing skills.
- High level of integrity.
- Excellent communication and interpersonal skills
- Ability and willingness to multitask and combine a high pressure job and intensive sales
- Willingness to learn.

The position carry's an attractive Commission structure.

Suitable candidates should email their applications to [jobs@financetrust.co.ug](mailto:jobs@financetrust.co.ug), which should include; photocopies of academic documents and testimonials, a CV with at least three referees, and Tel. contacts and **also submit a similar hard copy of the application letters to the Branch Manager.**

**The application MUST indicate the BRANCH where he/she is willing and able to work from.** Closing date for submission of the applications is **31<sup>st</sup> January 2019.** *Only shortlisted candidates will be contacted.*

**NB: In line with the Bank policy no job offers are made online, and all interviews are conducted within FTB Bank premises.**