

## SALES EXECUTIVES

Reporting to the Operations Manager, the Sales Executive will be responsible for growing the business by recruiting members, selling the Sacco's products, achieving set targets month on month, account management, loan growth, retention of the existing portfolio and generation of relevant reports

### Benefits:

- Basic Salary
- Sales Commission Scheme
- Pension Scheme
- Medical Cover
- Group Personal Accident

### Responsibilities

1. Identify business opportunities by seeking quality prospects and converting them to members.
2. Initiates and coordinates development of action plans to penetrate new markets.
3. Promotes/sells/secures orders from existing customers through a relationship-based approach
4. Conduct Market surveys and develop appropriate solutions to meet customer needs.
5. Provide proposals, quotations and presentations to customers.
6. Meet sales targets in terms of numbers and value as per Key Performance Indicators
7. Supporting the organization and participating in sales & marketing events and participating in various outreach events such as member education, sales campaigns and sales drive activities.
8. Submit weekly & monthly sales report through the Sales Logs

9. Carry out sales activation drives while ensuring compliance with KYC & due diligence.
10. Sell products and services to achieve the desired growth in deposits and revenue.
11. Identify, create and maintain relationships with prospects and members by providing products and service information, after sale support, and financial advice as per organization standards
12. Identify product improvements or new products by remaining current on industry trends, market activities, and competitors.
13. Perform any other duties that may be assigned from time to time.

### **Ideal Candidate Minimum Qualifications:**

- A Bachelor Degree in Business related field will be preferred.
- Professional qualifications in sales and marketing will have an added advantage.
- Presentable with excellent communication and interpersonal skills.
- Aggressive with good networking skills
- Proven ability to close sales deals and achieve targets
- Minimum three (3) years' experience in Sales/Marketing in a busy institution preferably banking and insurance.

### **How to Apply**

- All interested candidates are requested to read the job description and send their application to [jobs@nyatisacco.co.ke](mailto:jobs@nyatisacco.co.ke) by **COB 15<sup>th</sup> April 2022**. Please mark the job title as your subject on the application email, attach testimonials and a detailed CV indicating your current and expected pay.

\*Only shortlisted candidates will be contacted. Nyati Sacco is an “Equal Opportunity Employer”