

JOB TITLE		DIRECT SALES EXECUTIVE	
JOB OBJECTIVES:			
o Sell the company's products and services to customers.			
DEPT/DIVISION:		REPORTS TO:	SUPERVISES:
Sales		Team Lead, Sales	o Nil
RELATIONSHIPS:			GRADE:
Customers			DSE - ASE
JOB RESPONSIBILITIES:			KEY PERFORMANCE INDICATORS:
Sales <ul style="list-style-type: none"> o Determine strategies to generate leads. o Systematically review assigned territory to ensure prospects are contacted on a prescribed, periodic basis. o Acquire new customers by conducting door-to-door canvas, appointment or referral solicitation in assigned territory. o Assist prospect in the successful completion of loan applications and details of required documentation. o Secure customer application at the place of primary assignment o Improve sales presentation and knowledge of products, services and rates. o Attend sales meetings as required. o Maintain required record keeping and reporting of all sales and after-sales activities. o Contact customers and follow-up on fund utilization 			<ul style="list-style-type: none"> o Achieved Sales Target o % KYC breach o % of Non-Starter to loans booked o % NPL o % NTB ratio to loans booked
COMPETENCE REQUIREMENTS			APPLICATIONS & TECHNOLOGY
FUNCTIONAL <ul style="list-style-type: none"> o Excellent written and verbal communications skills o Attention to detail o Proactive; takes initiative 		BEHAVIORAL <ul style="list-style-type: none"> o Self-Assured, Confident and Assertive o Ability to speak local dialect o Ability to work independently, with minimal supervision o Follow-through skills o Effective listening skills o Customer Relationship Management o Negotiation and Persuasion skills o Continuous Learning & Improvement 	<ul style="list-style-type: none"> o Mambu o Crelend o Mosulend
			WORK CONDITIONS
			<ul style="list-style-type: none"> o A typical work environment in financial services. o Frequent walking for 4 to 6 hours per day o Daily exposure to outside environment, including inclement weather
JOB SPECIFICATION			
Educational Qualification		o Diploma/First Degree	
Professional Qualification		o N/A	
Desired Experience/ Knowledge		o Less than 1 year	
Location		o Lagos, Abuja, Kaduna, Kwara, Delta, Ondo and Cross River.	