

WE ARE HIRING

Head of Sales

Formulate and execute business sales plans by delivering exceptional growth in MSME loans, deposits and customer accounts to increase EFC market share and maximise on profits

What are we looking for?

A professional that will:

- Manage the sales teams, both internal and external outsourced sales teams.
- Coordinate all relevant products, services and resources to achieve the agreed targets and profitability of the business
- Collaborate and coordinate with the development and implementation of sales initiatives with the Head of Distribution and Chief Digital Officer.
- Review and closely monitor sales pipelines for direct reports to ensure achievement of overall targets.
- Ensure effective department structures and systems (policies, processes, procedures and tools) for optimal efficiency, utilisation and cost containment.
- Define and manage customer retention strategies including reactive retention and positive retention programs.
- Provide leadership to embed a strong performance culture to build talents within the department, ensure optimal resourcing, capacity planning and succession planning to enable productivity and continuity.

A Bachelor's Degree in a Business related field with five (5) years' experience in a banking environment is required with atleast two (2) years of sales teams' leadership. Master's Degree will be an added advantage. Should be a good communicator, result oriented, have a sales acumen with great customer service, negotiation, planning and interpersonal skills. Fluency in both written and spoken English is a key candidate attribute needed. Send your applications to recruitment@efcug.com.

Deadline for submission: 31st January 2023

