

VACANCY



Job Title: PERSONAL BANKER - ARUA BRANCH
Reporting to: BRANCH MANAGER

Job Summary

To market the Bank's products through pro-active and consultative approaches with the aim of acquiring profitable new Banking business.

Major Duties and Responsibilities	Min. Education Qualification
<ul style="list-style-type: none">• Address walk-in NTB Clients (any segment) sales needs, generate pull from catchment campaigns and word of mouth.• Activate NTB clients, set up and educate clients on remote channel usage i.e. Internet Banking, Fast Pay, Contact Center, ATM.• Explain respective banking proposition that fits their Customer's need/s and broaden the conversation to include all products.• Ensure required documents for account opening/ activation are available.• Conduct KYC, Open account/activate products & Tag clients to the right segment.• Fulfil basic service needs and pass on rest to CSO.• Listen and understand the needs of the clients.• Explain proposition that fits customer needs (respond to client needs and do next best conversation).• Make referrals for specialized needs.• Pre-identify employees from employers targeted by WPB.	<ul style="list-style-type: none">• A Bachelor's Degree preferably from a recognized university.• A post graduate degree or a professional qualification will be an added advantage.
	Work Experience
	<ul style="list-style-type: none">• A minimum of 2 years Banking experience.
	Key Required Skills
	<ul style="list-style-type: none">• In-depth knowledge of banking industry• Knowledge of banking products• Understanding KYC• Knowledge of Credit and Marketing• Interpersonal skills• Effective communication skills
Key Performance Indicators	
<ul style="list-style-type: none">• New loan sales• Volume of NTB loan sales• No. of CASA• Value of NTB• Banc assurance• Customer Service	

All interested candidates who meet the criteria indicated above are requested to send their applications, and updated Curriculum Vitae to the following email: recruit@orient-bank.com

Deadline is 29th July, 2021 at 5:00pm

Note: Only shortlisted candidates will be contacted