



...empowering members for life

VACANCY ADVERTISEMENT

Society Vision: **To redefine financial wellness.**

Stima DT Savings and Credit Cooperative Society Limited (Stima Sacco) is a leading country-wide, fast growing, and licensed DTS (Deposit Taking Sacco). To achieve the planned growth, the Sacco is looking for qualified and competent persons to fill the following vacancies:

SHARIAH SALES & RELATIONSHIP REPRESENTATIVE ONE YEAR RENEWABLE CONTRACT.

Reporting to the Sales & Relationship Officer (Shariah Compliant Section), the job holder will be responsible for:

Key Tasks and Responsibilities

1. Achieving the set individual targets in terms of numbers & value for onboarding members, financing and saving Shariah compliant products (Yasar Products).
2. Supporting the organization and participating in Shariah compliant products' sales & marketing events.
3. Disseminating relevant savings, financing products and services information to the Sacco members.
4. Cross selling products / services to existing and potential members.
5. Identifying new sales & market segments.
6. Assisting in marketing research.
7. Participating in various outreach events such as member education.
8. Submitting weekly & monthly sales report through the Sales logs.
9. Carrying out sales activation drives.
10. Capturing physical application forms in the CRM system.
11. Ensure the respective portfolios are fully funded & active.
12. Establishing and maintaining member relationship.
13. Ensuring compliance with KYC & due diligence.

Qualifications

- Diploma/Higher Diploma in Sales, Marketing, or a relevant field
- A minimum of two (2) years relevant experience in sales and marketing.

- Knowledge of Shariah compliant banking and or Arabic will be an added advantage.
- Professional qualifications in sales and marketing will have an added advantage.
- A person of integrity, team player and effective communication skills.

Qualified applicants should apply on or before 5:00pm on Friday, 6th September 2024 using the link provided in the Society's website.