



SMEP Microfinance Bank Limited is a dynamic Christian based bank regulated by the Central Bank of Kenya, whose **Mission** is *“To empower our customers through provision of market driven financial solutions”*.

We are inviting applications from interested and suitably qualified candidates who are passionate about transforming lives in the society, to fill the following positions:

### **1) DIRECT SALES REPRESENTATIVES - DSR 02/18/HRD**

Responsible for selling the Banks’ Products and Services to the various target market segments. This is on **short term contract engagement** with opportunities for permanent engagement subject to availability of opportunities and surpassing performance targets for the period of contract engagement. *The successful candidates will be paid on commission basis based on their productivity on various parameters.*

### **KEY DUTIES AND RESPONSIBILITIES**

- a) Responsible for Marketing of Banks products and services
- b) Prospecting and on-boarding of new customers into SMEP MFB
- c) Meeting the sales targets on selected Banks’ Products and Services
- d) Upholding and promoting of the Banks’ Brand in their respective regions through professional customer interaction as well as excellent customer service

### **QUALIFICATIONS AND EXPERIENCE:**

- A minimum of C+ (plus) in KCSE
- An undergraduate Degree or Diploma in a Business Related course.
- Experienced in Sales and Marketing will be an added advantage.
- Proficiency in computers is mandatory.
- Clear understanding of microfinance/banking industry is an added advantage.
- Good interpersonal & communication skills with excellent customer service.
- A team player who is self driven and persuasive.
- Ability to work independently under minimum supervision.
- Strong Christian values, commitment and passion for the transformation of the population.
- Aged between 22 and 26 years.

### **HOW TO APPLY**

Qualified and interested candidates who meet the criteria should download the “Job Application Form” at [www.smep.co.ke/opportunities](http://www.smep.co.ke/opportunities), and send their filled applications to [recruitment@smep.co.ke](mailto:recruitment@smep.co.ke). Only shortlisted candidates will be contacted.

**NB: Please indicate your preferred posting i.e nearest SMEP Branch.**