



SMEP Microfinance Bank PLC is a dynamic Christian based Bank regulated by the Central Bank of Kenya, whose **Mission** is *"To empower families in Kenya's underserved communities with impactful financial solutions as we live and proclaim the gospel of Jesus Christ"*, with over 38 outlets across the country.

We are inviting applications from interested and suitably qualified candidates who are ***passionate about transforming lives in the society as they live and proclaim the gospel of Jesus Christ***, to fill the following position:

DIRECT SALES REPRESENTATIVE – DSR/02/2025 - NAIROBI BASED ROLE

Responsible for selling the Banks' Products and Services to the various target market segments and upholding the Banks' *Mission, Vision, Core Values and Motivation during the work tenure at SMEP MFB PLC.*

This is a short-term contract engagement, with opportunities for renewal subject to meeting the performance targets. 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 through professional customer interaction as well as excellent customer service

QUALIFICATIONS AND EXPERIENCE:

- At least a post-secondary Diploma Certificate
- Experience 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.
- Between 21 and 35 years

Key Qualities & Competencies

- **Must be a practicing Christian** who lives and upholds Christian Values, with a passion to serve.
- Good business acumen and proven innovativeness
- Excellent Communication
- Organized and able to plan effectively
- Self-driven, results-oriented with a positive outlook
- Sales and marketing management skills

HOW TO APPLY

Qualified and interested candidates who meet the above criteria should download the “Job Application Form” at www.smep.co.ke/careers and send their filled applications to recruitment@smep.co.ke indicating the ***Job Title & Reference on the e-mail subject*** on or **before Saturday 22nd February, 2025**. Only shortlisted candidates will be contacted.