

# Career Opportunities with Access Bank



*There are exciting career opportunities available at Access Bank for self-motivated individuals with outstanding integrity, a good track record of performance, excellent oral and written communication as well as strong interpersonal skills. As part of its growth strategy, the bank is looking for experienced candidates with suitable technical competencies to take up the following opportunities:*

## Direct Sales Agents

**(Gaborone, Mogoditshane, Mochudi, Molepolole, Mabutsane, Lobatse, Letlhakeng, Thamaga, Sojwe, Palapye, Mahalapye, Serowe, Bobonong, Selibe – Phikwe, Rakops, Mopipi, Letlhakane, Sowa, Nata, Gweta, Masunga; Tutume, Francistown, Gumare, Shakawe, Seronga, Maun, Sehithwa, Charleshill, Kang — Hukuntsi, Tsabong, Werda, Kasane)**

Your main function is to originate new business, retain current business and identify opportunities to cross and upsell the bank's Retail Banking Products, services and solutions to meet the bank's revenue, profitability in the specific geographic areas through interacting with existing and potential customers. Responsibilities for Sales Agents will include;

- ◆ Present and sell the Bank's products and services to current and potential clients
- ◆ Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made
- ◆ Follow up on new leads and referrals resulting from field activity
- ◆ Identify sales prospects and contact these and other accounts as assigned
- ◆ Prepare presentations and cross sell the bank's products
- ◆ Maintain sales materials and current product knowledge
- ◆ Establish and maintain client and potential client relationship

The proactive self-starter must be familiar with standard concepts, practices, and procedures within a banking/ financial field. Have the ability to negotiate and influence across all levels including senior stakeholders needed to raise visibility of the Access Bank brand within target segments and number of new sales ideas and initiatives within the Retail Banking space.

## Key requirements for this role

- ◆ 2+ years' Retail Banking and/or Insurance Sales experience with exposure to client relationship management
- ◆ Basic accounting knowledge and banking operations knowledge
- ◆ Credit and risk management knowledge
- ◆ Ability to build new relationships with potential customers
- ◆ Proven track record in converting opportunities into revenue generation
- ◆ Proficient in Microsoft Office
- ◆ Be COP qualified

Interested and qualified candidates should send their application, cover letter, detailed curriculum vitae and certified copies of academic certificates, Omang and testimonials with names and contacts of three referees to **[Botswana-Careers@ACCESSBANKPLC.com](mailto:Botswana-Careers@ACCESSBANKPLC.com)**

Head of Human Capital  
Private Bag 00303  
Gaborone

To be considered, specify location of interest in your application which must be received by **14<sup>th</sup> April 2022**.

*Only short listed candidates will be contacted.*