

VACANCY

Relationship Consultant - Transactional Banking (Gauteng Region)

Applications are invited from suitably qualified candidates in respect of the above position.

CORE PURPOSE OF THE JOB

To market the Bank's Electronic Banking suite of products by opening accounts and providing excellent service to customers and adherence to the banks policies and procedures

KEY PERFORMANCE AREAS

Sales and Marketing

- Grows the Banks Electronic Banking Deposit book of the Gauteng Region by sourcing new clients as well as servicing existing clients by offering them Electronic Banking services
- Ensures Sales budgets are met
- Presents to clients on Electronic Banking products available
- Takes ownership and responsibility for own market sector
- Ensures that the correct product is sold to meet the client's requirements

Customer Service

- Develops constructive and cooperative working relationship with clients and maintaining them over time
- Attends to all clients' Electronic Banking requests and queries
- Provides an efficient and effective service to all clients at all times in order to promote the Banks services

Administration

- Manages and ensures that administrative functions are carried out efficiently
- Undertakes and ensures recovery of all fees due to the Bank
- Attends to all administrative issues required in terms of the Banks policies for all approved deals
- Ensures that all required information from clients are obtained timeously
- Provides reporting line manager with business activity schedules and call reports

Required Qualifications

A Bcom degree (advantage) or Relevant Qualifications in Business Management will be required in order to meet the requirements of the role at the highest level of competence. The incumbent must also be Financial Advisory and Intermediary Services Act(FAIS) compliant (advantage)

Preferred Experience

Minimum of 5 years experience with a financial services institution preferably in a Sales or similar position. A good knowledge of the electronic banking suite of products. General banking experience would be an advantage

Skills Required

- Strong marketing and negotiation skills
- Target driven
- Customer orientated
- Understand the different business entities
- Self starter / self motivator
- Accuracy
- Attention to detail

GENERAL

- Will be required to work on Saturdays

Forward your CV to hr@albaraka.co.za