



(Registered Financial Institution)

Unit 11, 2nd Floor, Pangaea Office Park, Arcades, Great East Road
P.O. Box RW 51269, Lusaka, Tel: +260 211 420200 – 49

Career Opportunity

Pulse Financial Services Limited (PFSL) trading as Entrepreneurs Financial Centre (EFC), is a deposit-taking Microfinance Institution licensed by the Bank of Zambia. EFC offers specialized financial services to micro, small and medium enterprises with a vision of being the preferred financial services provider to this target market across its 8 branches countrywide. In order to respond to the growing demand for its financial services, EFC is inviting applications from suitably qualified and experienced individuals for the position of:

Direct Sales Agent

The position is available in Lusaka, Kitwe, Ndola and Chipata.

As a Direct Sales Agent (DSA) you will be among the frontline agents in the execution of EFC's sales strategy. The main objective of this role will be to acquire new businesses and deliver agreed sales targets through focused selling, at the same time ensuring excellent customer service to new clients. The remuneration for this role is purely commission based.

Responsibilities

In line with the EFC policies and procedures:

- > Market and Sell EFC's products and services to new clients
- > Assess and understand customer needs, to assist potential customers to make the best possible buying decision
- > Perform prospecting activities, which include – referrals, cold calling, direct and digital marketing to source for potential businesses to generate leads for loans and savings
- > Source for companies to sign Memorandum of Understandings
- > Participate in sales and marketing activities in various business territories with the goal of creating awareness and generating leads for both loans and savings
- > Submit and process loan applications received from potential clients
- > Comply with Know-You-Customer and the Anti-Money Laundering policies and procedure
- > Maintain own sales performance statistics for Management information usage
- > Achieve the agreed upon sales targets and outcomes within the agreed timelines

Requirements

- > Minimum of a full grade 12 Certificate and a Certificate in a business-related course
- > Diploma in Business Administration/Marketing or better will be an added advantage
- > Excellent oral and written communication skills
- > Interpersonal skills
- > Marketing and Networking skills
- > Ability to take initiative and work with minimum supervision
- > Confident and Optimistic
- > Self driven
- > Must have at least one year working experience in the similar role with proven references.
- > Must have basic financial Knowledge.

Suitably qualified applicants should send their application letters, detailed CVs, photocopies of qualifications, and other supporting documents to:

The Head Human Resources and Administration
Entrepreneurs Financial Centre
Pangaea Office Park Arcades
2nd Floor Unit 11, Great East Road
P.O. Box RW 51269
Lusaka

Or email to: hr@efczambia.com.zm

Important Notice(s):

- > All applications should be clearly labeled in print title: DIRECT SALES AGENT
- > ONLY shortlisted candidates will be contacted.