

Exciting Career Opportunity!

We are currently seeking for **Sales Executive in Dar es salaam, Tanga, Arusha, Mwanza, Dodoma and Zanzibar.**

The successful candidate will be responsible for the following duties and responsibilities:

- Achieve the agreed individual sales targets and ensure compliance with the bank's policies and procedures in all bank's activity.
- Promote bank retail products and service to potential customers by making proactive sales efforts and capitalizing on cross selling opportunities to achieve the sales targets and enhance alternative delivery channels.
- Participate in conducting promotional activities, meetings, and road shows in the assigned areas to achieve the budgeted sales volumes.
- To establish, maintain and grow Agency Banking portfolio to attain optimal portfolio activeness.
- To ensure all agents are well serviced, branded, and active in their business operations by providing on time support and brand facilitation activities.
- To acquire, sell and cross sell major product lines.
- To collect forms from all agents and ensure the submitted customer applications and documents are complete and error free to facilitate swift execution.
- To follow up for the document discrepancies which have been approved as deferral.
- To create and sensitize customers for agents in the specific cluster allocated through street activations and aggressive selling.
- To provide ongoing customer/market feedback to supervisors allocated in order to improve business environment.
- Frequent reporting of achievements, opportunities, and challenges of the market cluster.

Key Competency Requirements:

- Ability to prioritize and handle multiple tasks.
- Strong communication and negotiation skills.
- Ability to deal with various personalities.
- Customer centric knowledge.
- Relationship building skills.
- Problem solving skills.
- Sales driving strategies.
- Result and target oriented.

Qualifications and Experience required:

- Bachelor's degree in Marketing, Finance, Accounting, Business Administration, or any other related field.
- Working experience in sales related field will be an added advantage.

The deadline for submission of application is 14th February 2026.

All applications (include application letter, Resume, academic and professional certificates) should be physically submitted to the respective branch.

Only shortlisted candidates will be contacted.

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