

VACANCY

REGIONAL SALES MANAGER ATHLONE WESTERN CAPE

Applications for interested and suitably qualified candidates are invited in respect of the above vacancy.

CORE PURPOSE OF THE JOB

The purpose of this position is to take responsibility for the Management, performance, and growth of the Branches within the respective region in terms of Finance, Investments, Wealth Management Transactional Banking (Individual), Fee income and to manage the expenses.

MAIN FUNCTIONS OF THE JOB

- Responsible for the Operational management of the Retail division within the Western Cape region.
- Maintains client relationships with existing clients and sources new business.
- Ensures that set targets are achieved for the Retail division in the Western Cape region.
- Manages the growth of the revenue stream for the Retail division.
- Responsible for the overall management of staff.
- Responsible for the development and implementation of the strategic objectives within the Retail division.
- Ensures that all administration requirements are met.
- Ensures excellent customer services internally and externally at all times.
- Responsible for the setting of the annual budget for the Retail division within the region.
- Attends general and strategic meetings concerning affairs that affect retail sales divisions.
- Prepares reports for management purposes as and when required.
- Ensures that the Retail sales divisions within the region meet all compliance and internal policies and procedures requirements and in doing so manages the risk associated thereto.
- Represents the Bank at functions and events as and when required.

QUALIFICATIONS

- BCom finance or accounting degree or related qualification
- FAIS accredited

PREFERRED EXPERIENCE

- Minimum 5 years' experience in the position of a Sales Manager (sales /finance/credit) within a financial institution
- Experience in an Islamic Banking environment would be an advantage.

KNOWLEDGE

- COB
- iMal
- Docuware
- Understanding of FAIS and FICA requirement
- Microsoft Office
- Banking Policies and Procedures
- Banks Products and services
- Sound Knowledge of the banking industry related to finance, wealth management, Transactional Banking and Investments
- Knowledge of Shariah principles
- Basic Knowledge of HR Policies and procedures
- Client's financial needs analysis understanding
- Understand all issues relating to credit and risk
- Knowledge of the National Credit Act (NCA)

Al Baraka Bank is an Equal Opportunity Employer. Applicants from the previously disadvantaged groups and people with disabilities will be given preference.

Kindly forward your CV to stephanie@albaraka.co.za