

# EOH YOUTH JOB CREATION INITIATIVE

# LIVES

ARE CHANGED WHEN  
BUSINESS GETS INVOLVED

## Are you a recently qualified graduate in Finance or Banking with an aptitude for Business Development?

Our client is one of the leading banks in Africa and is looking for **100 FSB approved** interns with a University Degree in Finance or Banking to work in their various Retail Business Banking branches **nationally**.

### Apply for this exciting opportunity now!

**Start Date:** 02 July 2018

**Stipend Offered:** R6000 per month

### Preferred candidates will meet the following requirements:

- **29** years or younger
- Hold a FSB Registered University Degree at a minimum NQF Level 7 in either Accounting, Banking, Business Management and Administration, Business Science, Cost & Management Accounting, Credit or Finance
- Any relevant working experience<sup>2</sup> in customer facing roles, driving and meeting targets in a sales environment is beneficial
- Exceptional communication skills<sup>2</sup>
- Be FAIS compliant<sup>2</sup>

### Details about the vacancy

#### Job purpose:

Under the supervision of the Branch manager, grow the Absa customer base through acquisition and increased customer profitability of the identified portfolio. Gain new customers and increase portfolios of current customers through proactive attraction, cross selling, retention and contributing towards the achievement of the branch's sales targets.



**Afrika Tikkun**  
Developing Communities  
in South Africa

## **Key Accountabilities:**

### **Accountability: Financial Goals**

To achieve various business objectives and sales targets for sustainable growth. These need to be obtained through providing appropriate banking advice and guidance to customers, acquire new primary customer's relationships by utilizing internal and external sources, retain existing primary and secondary customer relationships, identifying sales gaps and achieving sales targets.

### **Accountability: Business Risk**

To comply with all sales audit requirements as prescribed by operational risk requirements; adhere to legislative and regulatory requirements as specified by the role and to adhere to -and sign-off on a bi-annual basis (or as required) of the applicable Sales and Service Standards.

### **Accountability: Customer Satisfaction**

Lead a culture of customer centricity and increased customer satisfaction and loyalty; Log all compliments and complaints on the appropriate system (CCP) and build long term relationships with customers to add value to both customer and business.

### **Accountability: Colleagues**

Act as backup for other team members in case of absence or during peak times and to perform all other duties as reasonably assigned.

### **Accountability: Development of Self**

Invest time and effort in own development – through Performance Management process, training, networking and seeking feedback. To pursue own development, striving to increase personal effectiveness, acknowledging strengths and areas for development.

## **Education and Experience Required**

- Minimum NQF Level 7 (FSB Recognized) in Accounting, Banking, Business Management and Administration, Business Science, Cost and Management Accounting, Credit, Finance
- Any relevant working experience customer facing roles and driving and meeting targets in a sales environment will be beneficial

### **Knowledge & Skills:**

- Financial Acumen
- Leads generation
- Good communication and presentation skills
- Solid analytical skills & Interpret information
- Proactively solution and advice clients
- Digital savviness



- Proactively adapt to changing market / environment
- Independently drive deliverables
- Drive a can do performance-oriented culture
- Empathize & demonstrate care
- Proactively seek opportunities, eager to learn, keen perception
- Collaborate & connect the dots across the value chain
- Flexible
- Operate across different contexts (segments, products, markets etc.)
- Proactively define and drive sales targets
- Attention to detail and diligent and pro-active work approach and method
- High motivation, Resilience

**Competencies:**

- Deciding and initiating action
- Entrepreneurial and commercial thinking
- Relating and networking
- Adapting and responding to change
- Persuading and influencing
- Coping with pressure and setbacks
- Working with People
- Delivering Results and meeting customer expectations

You will be contacted within 2 weeks if you meet the minimum requirements of the internship vacancy.

**Closing date for applications is: 15 June 2018**

**Please click on the link below to apply**

**<https://goo.gl/TMCa5d>**

**Email**

**[internship@proserv.co.za](mailto:internship@proserv.co.za)**

**Contact**

**[0715725459](tel:0715725459)**