



Let's Grow

JOB OPPORTUNITIES

Finance Trust is one of the oldest Microfinance Institutions in Uganda having started its operations in 1984. The company is licensed and regulated by Bank of Uganda as a Microfinance Deposit Taking Institution (MDI) and is recognized as a key player and part of Uganda's formal financial sector. The company has one of the largest branch networks in Uganda with

30 interconnected branches strategically positioned all over the country and serves over 150,000 customers with a variety of savings and loan solutions including business loans, salary loans, school fees loans, savings accounts, fixed deposits and a money transfer service through Western Union. In order to meet the needs of its growing customer base, the company is seeking to recruit dynamic, self motivated, result oriented professionals to fill the following three positions.

Business Development Supervisor – (1 Position)

This position is based at Head Office and it reports to the Head of Marketing.

Job Purpose.

To oversee the planning and development of new deposit and remittance business lines from potential partners and identifying new business opportunities from existing partners. It is also responsible for managing the operations of the direct sales function.

Key outputs:

- Managing the relationship with the company's business partners.
- Achievement of set targets on the savings products & value added services.
- Providing leadership to the Direct Sales Team.
- Supporting the Head of Marketing in implementing activities that create demand for company products & services.

Key Responsibilities:

- Identify new business partners for the company.
- Manage the company's relationship with the new & existing business partners.
- Develop a deposit mobilization plan in line with the company's deposit mobilization strategy.
- Develop deposit mobilization procedures and documentation necessary for the effective operations of the direct sales function.
- Train, mentor and manage the performance of the direct sales team.
- Grow the savings portfolio through adequate sales and marketing efforts within the set plans.

- Monitor the suitability of the savings products through regular customer visits, contact, and market surveys.
- Prepare monthly reports from the different deposit business lines i.e. free savings, FDRs, and remittance.

Minimum Requirements:

- A Bachelor's degree in Business Administration, Marketing or any other related discipline from a recognized university.
- Three (3) years in a similar position gained from a financial institution.
- Knowledge of the microfinance business will be an added advantage.
- Good sales & marketing skills.
- Good customer care skills.
- Good oral & written communication skills.
- Good interpersonal skills.
- Good leadership skills.
- Ability to work well in a team environment.
- Good personal presentation.
- Willingness to frequently travel upcountry.

Suitable candidates should submit their applications which should include; photocopies of academic documents and testimonials, a CV with at least three referees to the Head of Human Resource, Uganda Finance Trust Limited, Plot 115 & 121, Katwe, and P.O. Box 6972, Kampala, Uganda. Closing date for submission of the applications is 8th February, 2012.

Please note that only short listed candidates will be contacted.