



FINANCE TRUST BANK

JOB OPPORTUNITY

Finance Trust Bank (FTB) is now a Tier 2 Financial Institution that is regulated by the Central Bank of Uganda. The bank serves a clientele of over 300,000 depositors and over 37,000 borrowers, through a network of 34 branches countrywide. The bank offers a variety of Products and services including Savings, Current accounts, Loans, Money transfer services, and Bills payments to its target market which comprises of micro, small and medium entrepreneurs, salary earners and youth. 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 position.

To support business growth under the WASH Project, the Bank seeks to recruit dynamic, self-driven and results-oriented individuals for the following position:

DIRECT SALES OFFICER – WASH PROJECT (50 POSITIONS – CONTRACT ROLE)

Reporting to: Branch Business Supervisor

Duty Station: Across all branch locations

ROLE OF THE JOB

To drive sales and growth of the Bank's Water, Sanitation and Hygiene (WASH) loan products through customer acquisition, product promotion, and field-based engagement.

KEY RESPONSIBILITIES

- Mobilize, educate, and recruit new and existing customers for WASH loan products.
- Drive sales and achieve agreed monthly loan disbursement targets.
- Market and cross-sell other Bank products to customers.
- Ensure all new customers meet KYC requirements in line with Bank policy.
- Generate and submit weekly sales and performance reports.
- Sensitize clients on loan products and support onboarding processes.
- Hand over mobilized clients to Relationship Officers for appraisal and processing.
- Support portfolio growth through consistent field engagement and customer follow-ups.

MINIMUM REQUIREMENTS

- A bachelor's degree in any discipline from a recognized institution.
- At least a credit in Mathematics and English at O'Level.
- Strong passion for sales and high level of self-drive.
- Good communication and interpersonal skills.
- Ability to work independently and meet targets.
- Willingness to spend significant time in the field.

PERSONAL COMPETENCIES

- Highly motivated and results-oriented
- Strong persuasion and negotiation skills
- Customer-centric mindset
- Integrity and professionalism

- Resilience and ability to work under pressure

CONTRACT TERMS

- This is a **fixed-term contract role** under the WASH Project.
- The role is **commission-based with facilitation support** in line with Bank policy.
- **Airtime facilitation and medical insurance will be provided as per Bank policy.**
- Good performance may lead to confirmation into a permanent role.

APPLICATIONS

Suitably qualified candidates should address their applications to:

Head of Human Resources

Finance Trust Bank

TWED Plaza, Plot 22B Lumumba Avenue, Kampala

Or email to: jobs@financetrust.co.ug

Applications should include a detailed CV, copies of academic documents, and a cover letter (all combined into one document).

Applicants MUST clearly indicate their preferred branch(es) of deployment in the application letter.

The CV should include telephone contacts and email addresses of three referees, one of whom should be the most recent employer.

Closing date for submission of the applications is 25 May 2026. Only shortlisted candidates will be contacted directly on Tel. Numbers 0312 222600 or 0414 341275 ONLY.

Please note that in line with the Bank procedures, no job offers are made online.

Finance Trust Bank is an equal opportunity employer, all qualified applicants will be considered without regard to religion, age, citizenship, marital or family status, disability, or gender.