

POSITION: Product Manager-Private Sector Lending (1 Position)
COMPANY: Platinum Credit (U) Ltd
LOCATION: Kampala

Job details:

To create and nurture a vibrant and productive sales team and coordinate all the sales & marketing activities for Private Sector Lending.

Key duties/responsibilities:

- Achieving sales and collections targets for the product under supervision.
- Managing performance of Branch Coordinators and Team Leaders under Private Sector Lending.
- In charge of developing market activation plans and ensuring that market activations are carried out as per company policies.
- Identifying market potential and developing marketing strategies.
- Ensuring that all Team Leaders under supervision have the required number of Loans Officers.
- Responsible for the general performance of the product.
- Securing Memorandum of Understanding (MoU) with Employers in the Private Sector.
- Creating lasting relationships with various Private Sector Companies.
- Carrying out performance reviews and coaching for the team under supervision.
- Ensuring continuous growth in sales.
- Motivating the sales team to achieve the best results possible.
- Continuous training and development of staff under Private Sector Lending.
- Identifying key areas for improvement in the sales process.
- Making reports regarding general performance of the product as advised by management.

Required Qualifications and Work Experience:

- A minimum of 4 years' experience in a similar position preferably in a financial institution.
- Degree in a relevant field.
- Age: 28-35 years.
- Must be knowledgeable about Private Sector Lending (Salary loans)

- Computer knowledge.
- Must possess leadership and supervisory skills.
- Excellent numerical and analytical skills.
- Excellent interpersonal and communication skills.

POSITION: Team Leaders-Private Sector Lending (2 Positions)
COMPANY: Platinum Credit (U) Ltd
LOCATION: Kampala

Job details:

The overall job purpose:

Responsible for total team performance in accordance with the company policies and procedures.

Key duties/responsibilities:

- Ensuring achievement of set monthly sales targets.
- Recruitment and retention of Sales Representatives.
- Carrying out training for Sales Representatives.
- Ensuring productivity of Sales Representatives.
- Ensuring improvement in earnings for Sales Representatives.
- In charge of welfare for Sales Representatives.
- Coordinating marketing activities for the team.
- Carrying out collections roles for the area under supervision.

Required Qualifications and Work Experience:

- A minimum of 1 year experience in a similar position preferably in a financial institution.
- Degree in a relevant field.
- Knowledgeable about Asset Finance.
- Computer knowledge.
- Must possess leadership and supervisory skills.
- Excellent numerical and analytical skills.
- Excellent interpersonal and communication skills.

To apply, submit your applications, detailed **CV** and **testimonials** to the address below;

The Human Resource Manager;
Platinum Credit (U) Ltd,

Send your application by Email to:
info@platinumcredit.co.ug.

Deadline: **19th August 2019.**

Platinum Credit (U) Ltd is a subsidiary of Platcorp Holdings Ltd.