



Job Description

Telesales, Unifi Credit Uganda

Title:	Telesales
Remuneration:	TBA depending on candidate experience
Start date:	ASAP
Place of work:	Kampala, Uganda
Reporting to:	Marketing Manger
Requirements:	Work experience in a marketing or advertising role. Tele sales call centre experience preferred but not required.

About

Unifi is a fast-growing multinational financial technology company that specialises in personal lending products that helps make people's lives easy. Our products are backed by a strong IT and data team that ensures we continue to deliver exciting products that are tailored specifically to our client's needs.

The Role

The ideal candidate will be a passionate people's person with excellent communication skills as well as sales ability. The ideal candidate will be able to effectively engage and educate our prospective clients about our products via a combination of cold calling and following prospective pipeline leads. Excellent written and verbal communication skills are a must.

Responsibilities

1) Marketing activities

- a. Initiating sales through guided conversations with potential customers over the phone.
- b. Identifying clients and introducing Unifi to prospective clients.
- c. Identifying the customers' needs, marketing trends to generate new sales and make repeat sales.
- d. Keep up to date on company products, services, processes to inform the customers.
- e. Outbound sales process.
- f. Work closely with operations and marketing to assist in the rollout of client acquisition initiatives.
- g. Achieve weekly and monthly KPIs and contribute to the success of the team.

2) Other

- a. Ability to work in a team environment while maintaining performance goals.
- b. Conduct Marketing research campaigns
- c. Proficiency with MS office applications including excel, word.
- d. Make Unifi a cool company to work at.

If you meet the above requirements and interested in accelerating your career, please email an updated resume / CV by 14th November to: Careers@ug.unifi.credit