

Banker, Personal - Lagos

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Company: Fuzu

Location: Nigeria

Category: other-general

Job Summary

Contract Type:

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Qualifications

First Degree in any field.

Minimum of 2 years of banking experience, preferably interfacing with customers.

Strong relationship management background.

Experienced in upholding the highest levels of service.

Experience in completing credit applications successfully

Behavioral Competencies:

Ability to educate customers.

Ability to listen and probe customer responses effectively to ensure proper understanding of needs.

Advanced sales and consulting skills.

Achievement-orientated, embracing and achieving challenging targets.

Self-motivated and energetic

Technical Competencies:

Understanding of the personal markets etc.

Deep knowledge and understanding of the different personal and segment value propositions.

Understanding of the bank's products in respect of service level agreements and the bank's service provider networks.

Understanding which products are most suited to the different personal banking segments.

Knowledge of equivalent competitor products and services.

Responsibilities

Proactively promote a relationship-based offering by operating as a dedicated and primary point of contact for customers and providing banking solutions that meet the customer's needs in accordance with each of the personal banking segment's value propositions.

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