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## Retail Banking Executive Jobs In Dubai | Tanfeeth

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Company: Tanfeeth

Location: Dubai

Category: sales-and-related

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Established in 2011, Tanfeeth is the Gulf Cooperation Council's (GCC) first large-scale Business Service Partner and fully owned subsidiary of Emirates NBD. Tanfeeth is dedicated to supporting the Emirates NBD Group by delivering regional expertise, cost productivity, and excellence in customer service delivery in terms of quality, consistency and efficiency, to the Group's growing customer base.

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Responsibilities

At least 1- 2 years of core sales experience in Personal Finance sales product in a bank in UAE.

Should be currently selling personal finance as their core product in a UAE bank.

Arabic and Non-Arabic speakers based in UAE with experience in selling Personal Finance products in an Islamic Banking setting.

Good knowledge of the UAE market, existing policies and existing customers based on quality service.

Build and leverage key business relationships to maximize market share and achieve sales through the Personal Finance product as well as cross selling of other Emirates Islamic products.

Explore New markets and customers within the assigned territory to enhance sales

volumes.

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Requirement

Create and build customer awareness on new products through mailers, personal visits to prospect business.

Achieve cross selling targets of non-assigned products and services to contribute to revenues and market presence.

Excellent communication skills, result oriented, good public relations and analytical thinking.

Minimum requirement is University Graduation

Outstanding customer service skills, goal oriented, results driven and bilingual with English is a must.

Can achieve aggressive sales targets.

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