

Are you a young vibrant and energetic individual who has a desire to succeed and win new business?

Rafode is a growing Microfinance Company Working in Western Kenya and Headquartered in Kisumu. We provide financial services to the rural households in Western Kenya. We provide loans through Group lending methodology and individual.

Rafode is looking for professional loans officers to join our Sales and Marketing team as interns for 6 months.

Loan officers Internship Responsibilities

- Approaching different clients in different locations/towns to market our services and products to them.
 - Generate new business and use existing network in the industry
 - Achieving sales targets on monthly basis
 - Identify new sales opportunities within existing accounts • Delivering sales presentations to new customers • Attending customer meetings
 - Maintaining and expanding relationships with existing customers • Follow up of sales leads and closing the deal
 - Managing a portfolio of accounts
 - Interact and coordinate with the sales team and other staff members in other departments
 - Completing all the administrative sales work as required
 - Preparing and submitting timely weekly and monthly sales reports

Qualifications

- Diploma in business or related field.
- Result-oriented with ability to work under strict deadlines and meet sales targets
- A high sales drive and a strong will to succeed
- Mature, confident, articulate and with strong communication skills.

NB. WE ARE ONLY ACCEPTING APPLICATIONS FROM DIPLOMA HOLDERS ONLY.

We are looking for internship in the following areas of operations and those interested should state which area they are applying for. You must be coming from the area you are applying. **Kisumu, Kakamega, Migori, Homabay, Sondu Bungoma, Mumias, Busia and Kitale**

Rafode Ltd is an equal opportunity employer. The internship may lead to a job contract depending on the performance of the intern. How to Apply Send an application cover email and CV to info@rafode.co.ke. The subject of your email should be: APPLICATION FOR LOANS OFFICER INTERNSHIP 2018.

State your current area of residence. Any previous employer(s) and their contacts. • Whether you are currently working or not (However, this is not a requirement for employment as the position targets those working and those not currently employed). • Your education history. • Recent referees This position attracts a monthly stipend based on commission and performance (Not a full salary unless confirmed after the internship/probation). Closing date of this application is 20th/September2018. Rafode Ltd will only contact candidates that will be selected for interviews • Confirmation of internship. N/B: Confirmation will only be issued depending on performance. This advert is not a guarantee of a job. Only successful applicants will be contacted.