

## **SENIOR ACCOUNTS MANAGER: AGRICULTURE – D2**

**SALARY PER MONTH: R76 955.00 TCTC**

**BUSINESS FINANCE**

**ITHALA TRADE CENTRE**

**REFERENCE NUMBER: LJ23133**

**Reporting to the Divisional Manager: Investment Finance, the Senior Accounts Manager will lead and support the sales team ensuring operational efficiency and service excellence through effective customer relationships and investment assets management.**

**The Senior Accounts Manager is responsible for:**

- Sales and acquisition of new business.
- Ensuring client relationships are effectively maintained.
- Managing investment application processes.
- Ensuring disbursement process standards are adhered to.
- Ensuring Customer feedback and satisfaction.
- Resolving conflict issues timeously.
- Ensuring compliance to corporate and legislative requirements.
- Managing Human Capital.

**The following minimum requirements should be met in order to be considered:**

**Qualifications:**

- Bachelor's degree in Agriculture Economics/Finance/Accounting/Marketing or equivalent qualification

**Experience:**

- 5 years proven experience in deal making.
- 2 – 3 years' experience in SMME agriculture financing environment.'
- 3 years' experience in managing a team, ideally in a customer-facing environment.

**Requisite Functional Competencies:**

- Advanced knowledge of SMME financing products.
- Detailed understanding of SMME market environment.
- Knowledge of relevant legislation e.g. Banks Act, FAIS, FICA, NCA, PFMA.
- Knowledge of and experience in MS Office packages.
- Must demonstrate integrity, confidentiality, and honesty.
- Knowledge of entrepreneurial challenges.
- Demonstrates strong sales/marketing acumen.
- Strong customer acquisition, retention, and relationship management skills.

**All Short-listed applicants will be subjected to assessments, references, and credit checks.**

**ITHALA EMBRACES THE PRINCIPLES OF THE EMPLOYMENT EQUITY ACT  
PREFERENCE WILL BE GIVEN TO PEOPLE WITH DISABILITIES, AFRICAN FEMALE OR WHITE FEMALE.**

**CLOSING DATE: 30 SEPTEMBER 2023**

**INTERESTED APPLICANTS MUST FORWARD A DETAILED CV; CERTIFIED COPIES OF QUALIFICATIONS AND ID DOCUMENT BY E-MAIL TO [HR\\_recruitment9@ithala.co.za](mailto:HR_recruitment9@ithala.co.za). KINDLY ALSO INCLUDE A MOTIVATION OF HOW YOU MEET EACH OF THE ENTRY REQUIREMENTS LISTED ABOVE AND QUOTE THE REFERENCE NUMBER FOR THE POSITION.**

**PLEASE NOTE:**

- LATE APPLICATIONS AND APPLICATIONS WITH NO REFERENCE NUMBER WILL NOT BE CONSIDERED.
- E-MAIL USERS ARE REQUESTED TO SET THE DELIVERY OPTION ON BOTH "RETURN RECEIPT" AND "CONFIRM DELIVERY".
- CORRESPONDENCE WILL BE LIMITED TO SHORT-LISTED CANDIDATES. ALL SHORT-LISTED APPLICANTS WILL BE SUBJECTED TO ASSESSMENTS, REFERENCE, AND CREDIT CHECKS. IF YOU HAVE NOT BEEN CONTACTED WITHIN 3 MONTHS OF CLOSING DATE OF THE ADVERTISEMENT, PLEASE ACCEPT THAT YOUR APPLICATION HAS BEEN UNSUCCESSFUL.