Example of Acquisition Job Description

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Our company is growing rapidly and is looking for an acquisition. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for acquisition

- Contribute to annual strategic plan
- Actively unlock sales opportunities through effective relationship management
- Take Accountability for end to end fulfilment of workplace banking schemes and actively mine Workplace Banking Schemes to deliver on sales and service targets for the region
- Actively plan sales calls based on customer configuration & call cycle requirements
- Proactively identify cross sell opportunities partnering colleagues to deliver these effectively in the assigned area
- Actively monitor and take accountability for own sales and service performance across the region or area and proactively identify opportunities to improve sales and service delivery or enlist coaching and support where necessary to do so
- Proactively engage customers on needs products and services and then enable the delivery of an end to end client solution through a thorough understanding of Absa products
- Proactively resolve client queries and concerns ensuring relentless focus on their resolution
- Implement a holistic service and customer experience for all clients aligned to the overall external sales team process and methodology
- Establish networks within the defined area / portfolio to enlist opportunities for Absa presence at key events and forums in line with the regional or area plans

- Five (5) years of experience within a client facing role (commercial/or corporate business and/or financial industry)
- 3 years proven track record in achievement of sales targets, team player, inspiring
- And encouraging performance excellence
- 3-5 years extensive experience within appropriate provision industry
- Specialism or technical discipline (hunter)
- Experience in working in a credit risk environment