

**"Branch Head"**

**Group** : Retail Banking

**Location of Posting** : Karol Bagh (Delhi)/ Noida/ Chandigarh

**Required Qualification** : Graduate / Post Graduation (Any Discipline preferably in Marketing & Management)

**Required Skills & Experience** : 6-10 years of working experience in banking with a minimum 3+ years experience as Branch Head.

**Roles and Responsibilities** :

EXPECTED END RESULTS	MAJOR ACTIVITIES
1. Achieve Business targets	<ul style="list-style-type: none"> <li>▪ Delivers across CASA, fee and BB goals</li> <li>▪ Generate leads from existing customers &amp; Employees</li> <li>▪ Follow up with Govt Departments, Corporations &amp; Courts</li> <li>▪ Identifying HNI / Corporates / Business units through various channels</li> <li>▪ Monitor and generate leads through TPV's</li> <li>▪ Cross sell for existing customers</li> </ul>
2. Profitability	<ul style="list-style-type: none"> <li>▪ Deliver contribution towards Breakeven of new Branch as per the goals</li> <li>▪ Increase cross sell of Insurance and Mutual Funds</li> <li>▪ Non Fund Business</li> <li>▪ Drive high yielding Advances</li> <li>▪ Manage within Budgets</li> <li>▪ Control and monitor leakage of income</li> </ul>
3. Audit and compliance	<ul style="list-style-type: none"> <li>▪ Team training on adherence of processes on a continuous basis.</li> <li>▪ Track exceptional transactions</li> <li>▪ Monitoring mechanism to be in place for all processes.</li> </ul>
4. Customer Service	<ul style="list-style-type: none"> <li>▪ Ensure all the team in the branch is customer focussed</li> <li>▪ All complaints and issues are resolved within the TAT.</li> <li>▪ Provide feedback to CO on customer needs, competition for improved services</li> </ul>
5. Employee Development	<ul style="list-style-type: none"> <li>▪ Build Best in class team</li> </ul>

**To apply to the above position, please return to the 'Careers' page, and send us your detailed resume. Thank you.**