

Branch Head

Location of Posting : North Karnataka.

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

Required Skills & Experience: Total 5-7yrs 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"> ▪ Delivers across CASA, fee and BB goals ▪ Generate leads from existing customers & Employees ▪ Follow up with Govt Departments, Corporations & Courts ▪ Identifying HNI / Corporate / Business units through various channels ▪ Monitor and generate leads through TPV's ▪ Cross sell for existing customers
2. Profitability	<ul style="list-style-type: none"> ▪ Deliver contribution towards Breakeven of new Branch as per the goals ▪ Increase cross sell of Insurance and Mutual Funds ▪ Non Fund Business ▪ Drive high yielding Advances ▪ Manage within Budgets ▪ Control and monitor leakage of income
3. audit and compliance	<ul style="list-style-type: none"> ▪ Team training on adherence of processes on a continuous basis. ▪ Track exceptional transactions ▪ Monitoring mechanism to be in place for all processes.
4. Customer Service	<ul style="list-style-type: none"> ▪ Ensure all the team in the branch is customer focussed ▪ All complaints and issues are resolved within the TAT. ▪ Provide feedback to CO on customer needs, competition for improved services
5. Employee Development	<ul style="list-style-type: none"> ▪ Build Best in class team ▪ Regular Staff Meets and Sharing / Updating latest Trends / Circulars / Market Knowledge ▪ Motivating for Higher responsibilities & Customer centric Approach ▪ Regular feedback on the performance and support in improvement areas

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

Thank you.