



**Sales Manager - Liabilities**

**Location of Posting** : Chembur.

**Required Qualification** : Graduation with Banking knowledge preferred

**Required Skills & Experience** : 2 years of supervisory level sales experience in Banking.

**Roles and Responsibilities**

EXPECTED END RESULTS	MAJOR ACTIVITIES
Increase the Customer Base of the Branch.	<ul style="list-style-type: none"> <li>- To have a good Sales Team in place as per plan (No of FOS).</li> <li>- To do micro marketing activities.</li> <li>- Ensure proper tracking of FOS.</li> <li>- Motivate the Sales Team to perform.</li> </ul>
Increase the book size of the Branch.	<ul style="list-style-type: none"> <li>- To acquire good quality accounts with a higher value.</li> <li>- Focus on deepening of new relationships for the first month.</li> </ul>
Manpower & Compliance.	<ul style="list-style-type: none"> <li>- Proper Hiring.</li> <li>- Training.</li> <li>- Control Attrition.</li> <li>- Ensure all compliance related guidelines are adhered to.</li> </ul>
Control Cost of Acquisition.	<ul style="list-style-type: none"> <li>- Maintain Cost of acquisition low by acquiring bigger value accounts</li> </ul>

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