



**Branch Head**

**Location of Posting** : Belgaum.

**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"> <li>▪ Delivers across CASA, fee and BB goals</li> <li>▪ Generate leads from existing customers &amp; Employees</li> <li>▪ Follow up with Govt Depts, 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> <li>▪ Regular Staff Meets and Sharing / Updating latest Trends / Circulars / Market Knowledge</li> <li>▪ Motivating for Higher responsibilities &amp; Customer centric Approach</li> <li>▪ Regular feedback on the performance and support in improvement areas</li> </ul>   |

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