

Cluster Head

Group : Retail Banking
Location of Posting : Ananthapur / Rajahmundry
Required Qualification : Preferably MBA

Required Skills & Experience:

- + Strong Interpersonal Skills
- + Strong Presentation/Communication Skills
- + Good Knowledge of Products- Liabilities, CASA, Wealth
- + Business development skills i.e. managing a small existing portfolio, prospecting new business, account plans, etc
- + Total 8-10 yrs of working experience in banking with a minimum 2 years Experience as Cluster Head (Bank).

Roles and Responsibilities :

EXPECTED END RESULTS	MAJOR ACTIVITIES
Achieve Business targets	<ol style="list-style-type: none"> 1. Responsible for delivering overall branch financials including balance sheet growth (CASA / TD / BB / ARB), income and contribution for the year. 2. Maintain appropriate penetration using third party product for FEE generation across cluster branches 3. Maintain relationship with institutional and large advances clients with in the cluster branches.
Profitability	<ol style="list-style-type: none"> 4. Drive cost control initiatives from time to time. 5. Ensure customer and product penetration across cluster branches. 6. Deploy appropriate manpower and achieve optimum levels of productivity for transaction throughput to central manpower cost. 7. Ensure profitability of new branches as per budgets.
Audit and compliance	<ol style="list-style-type: none"> 8. Build compliance culture by regular monitoring and training. 9. Adhere to reporting TAT / deadlines / formats. 10. Deliver audit goals. 11. Enable self-audit mechanism across the cluster branches.

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

Thank you.