

"Sales Manager – Liabilities Sales"

Group : Retail Banking

Location of Posting : Chennai, Kollam, Thrissur, Ernakulam.

Required Qualification : Graduation

Required Skills & Experience : Minimum 2 years of supervisory (liabilities) level sales Experience in Banking.

Roles and Responsibilities :

EXPECTED END RESULTS	MAJOR ACTIVITIES
1. Increase the Customer Base of the Branch	a. To have a good Sales Team in place as per plan (No of FOS) b. To do micro marketing activities c. Ensure proper tracking of FOS d. Motivate the Sales Team to perform
2. Increase the book size of the branch	a. To acquire good quality accounts with a higher value b. Focus on deepening of new relationships for the first month
3. Manpower & Compliance	a. Proper Hiring b. Training c. Control Attrition d. Ensure all compliance related guidelines are adhered to
4. Control Cost of acquisition	a. Maintain Cost of acquisition low by acquiring bigger value Account.

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

Thank you.