

## Job Description

POSITION DETAILS			
Functional Designation	Zonal Sales Manager-Credit card	Department	Sales
Sub Department	Credit card	HR Grade	AVP
Location	PAN India	Reporting Manager	National Sales Manager
Job Purpose			
This role involves strategic planning, business development, and ensuring the delivery of high-quality customer service. The ideal candidate will have extensive experience in the financial services industry, particularly in credit card products, and a proven track record of driving sales growth.			
Principal Accountabilities			
<ol style="list-style-type: none"> <li>1. Managing Credit Card Sales for the Zone.</li> <li>2. Ensuring Cost of acquisition within approved limits for the assigned zone.</li> <li>3. Portfolio review &amp; implementation of corrective measures if any.</li> <li>4. Driving cross-sell of various products through assigned team members.</li> <li>5. Ensuring low attrition and keeping higher productivity levels.</li> <li>6. Liaising with all internal stake holders for timely processing of vendor payout etc.</li> <li>7. Ensuring channel to adhere all compliance related norms while sourcing.</li> <li>8. Engagement with various teams to design the promotional offers to enhance visibility of the product.</li> <li>9. Analysing market opportunities &amp; strategize.</li> </ol>			
Desired Profile			
<b>Qualifications:</b> <ul style="list-style-type: none"> <li>• <b>Education:</b> Bachelor's degree in Business, Finance, or a related field. MBA or equivalent advanced degree preferred.</li> <li>• <b>Experience:</b> Minimum of 15 years of experience in the financial services industry, with at least 5 years in a leadership role in credit card sales.</li> <li>• <b>Skills:</b> <ul style="list-style-type: none"> <li>○ Strong leadership and team management skills.</li> <li>○ Excellent communication and interpersonal skills.</li> <li>○ Strategic thinking and problem-solving abilities.</li> <li>○ In-depth knowledge of credit card products and the financial services market.</li> <li>○ Proficiency in financial analysis and reporting.</li> </ul> </li> </ul>			