

Job Description

POSITION DETAILS			
Functional Designation	National Sales Manager-Credit card	Department	Sales
Sub Department	Credit card	HR Grade	VP
Location	Corporate office	Reporting Manager	Business Head
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"> 1. Managing Credit Card Sales for the Pan India. 2. Ensuring Cost of acquisition & driving the profitability. 3. Portfolio review & implementation of corrective measures if any. 4. Driving cross-sell of various products through assigned team members. 5. Ensuring monthly/annual target achievement of the team. 6. Annual budgeting for business numbers, Cost of acquisition. 7. Driving compliant & quality process in Channel/Vendor ensuring to maintain minimum delinquency & NPA. 8. Liaising with various internal stake holder for all requisite policy & product implementation. 			
Desired Profile			
Qualifications: <ul style="list-style-type: none"> • Education: Bachelor's degree in Business, Finance, or a related field. MBA or equivalent advanced degree preferred. • Experience: Minimum of 15 years of experience in the financial services industry, with at least 8 years in a leadership role in credit card sales. • Skills: <ul style="list-style-type: none"> ○ Strong leadership and team management skills. ○ Excellent communication and interpersonal skills. ○ Strategic thinking and problem-solving abilities. ○ In-depth knowledge of credit card products and the financial services market. ○ Proficiency in financial analysis and reporting. 			