

Job Description

POSITION DETAILS			
Functional Designation	Area Sales Manager-Credit card	Department	Sales
Sub Department	Credit card	HR Grade	SM
Location	PAN India	Reporting Manager	Regional 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"> 1. Managing the Credit Card Sales for the location/State. 2. Ensure credit card issuance, delivery & requisite services in-order to serve the customer. 3. Driving Credit card business through DMA & Open market channel. 4. Managing the team of on-roll team members. 5. Ensuring product trainings in regular intervals. 6. Annual budgeting for business numbers, Cost of acquisition. 7. Driving compliant & quality process in Channel/Vendor ensuring to maintain minimum delinquency & NPA. 8. Empanelment of new channel partners for acquiring cards market share. 9. Ensuring monthly/annual target achievement of the team. 			
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 4 years of experience in the financial services industry, with at least 2 years in a leadership role in credit card sales. • Skills: <ul style="list-style-type: none"> ○ Excellent communication and interpersonal skills. ○ Strategic thinking and problem-solving abilities. ○ In-depth knowledge of credit card products and the financial services market. 			