

## Job Description

POSITION DETAILS			
<b>Functional Designation</b>	Regional Sales Manager-Credit card	<b>Department</b>	Sales
<b>Sub Department</b>	Credit card	<b>HR Grade</b>	GM
<b>Location</b>	PAN India	<b>Reporting Manager</b>	Zonal Sales Manager
<b>Job Purpose</b>			
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.			
<b>Principal Accountabilities</b>			
<ol style="list-style-type: none"> <li>1. Managing Credit Card Sales for the Zone.</li> <li>2. Managing assigned team of ASM &amp; SM.</li> <li>3. Ensuring Cost of acquisition within approved limits for the assigned zone.</li> <li>4. Monthly business delivery &amp; channel onboarding for the business expansion.</li> <li>5. Suggestion &amp; implementation of location specific portfolio offerings to enhance credit card sales.</li> <li>6. Portfolio review &amp; implementation of corrective measures if any.</li> <li>7. Driving cross-sell of various products through assigned team members.</li> <li>8. Ensuring low attrition and keeping higher productivity levels.</li> <li>9. Ensuring zero customer escalations for the assigned Zone.</li> <li>10. Liaising with credit team to ensure timely processing &amp; within TAT delivery resulting to higher customer's satisfaction.</li> <li>11. Liaising with all internal stake holders for timely processing of vendor payout etc.</li> <li>12. Ensuring channel to adhere all compliance related norms while sourcing.</li> </ol>			
<b>Desired Profile</b>			
<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 12 years of experience in the financial services industry, with at least 4 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>			