

Job Description

POSITION DETAILS			
Functional Designation	Area Sales Manager	Department	Sales
Sub Department		HR Grade	Manager
Location	NA	Reporting Manager	Regional Sales Manager
Job Purpose			
<p>We are seeking an experienced and skilled Area Sales Manager to lead our sales team in a designated area. The ideal candidate will have a strong background in sales management, excellent leadership skills, and the ability to drive business growth.</p>			
Principal Accountabilities			
<ol style="list-style-type: none">1. Lead and manage the sales team to achieve business objectives.2. Develop and implement sales strategies to optimize portfolio growth and quality.3. Conduct market research and competitor analysis.4. Collaborate with cross-functional teams to drive business growth and improve sales standards.5. Ensure compliance with regulatory requirements and industry standards.6. Develop and maintain relationships with key stakeholders, including customers, investors, and regulators.7. Manage sales performance metrics and reporting.			
Desired Profile			
<ol style="list-style-type: none">1. Graduate degree in Business Administration, Marketing, or a related field.2. Minimum 5 years of experience in sales management, preferably in banking or financial services.3. Strong understanding of sales principles, practices, and regulations.4. Excellent leadership, communication, and interpersonal skills.5. Ability to analyze complex sales data and make informed decisions.6. Strong problem-solving and negotiation skills.			