

Job Description

POSITION DETAILS			
Functional Designation	Sales Manager-Credit card	Department	Sales
Sub Department	Credit card	HR Grade	AM/DM
Location	PAN India	Reporting Manager	Area 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. Playing a pivotal role between Channel/Vendor & company with guidance to Channel/Vendor to achieve organizational goals. 2. Driving Credit card business through DMA & Open market channel. 3. Recruiting frontline salesforce and managing; driving them to meet business goal & targets. 4. Managing the team of off-roll team members. 5. Conduct timely training of the product to bring team members up on the curve in productivity. 6. Maintain excellent relations with clients to generate avenues for further business. 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. Addressing customer's escalation/queries time to time. 10. Managing customers relationship. 			
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 2 years of experience in the financial services industry. • 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. 			