

Deputy Manager – State Sector Employee Loan Scheme Central Sales

The position holder is responsible in developing and executing a Personal loan scheme to the employees of State owned enterprises and grow a sustainable portfolio to assist the planned retail Assets growth.

The Job

- Develop a sound business strategy to launch the Personal Loan product to the employees of State Owned Enterprises.
- Prepare weekly, monthly, & annual sales plans to promote the loan scheme within the targeted markets
- Map & identify markets in terms of business potential, existing market share & competitor's position
- Select appropriate sales channels including the branch network to penetrate in to potential markets/ customers
- Ensure effective collaboration with relevant stakeholders to establish a smoother operation of the scheme
- Establish a robust internal control environment that is periodically reviewed & strengthened, through self-audits, periodic checks and such others, as per policy
- Provide inputs for developing appropriate MIS for each business line that helps in decision-making
- Be responsible in growing the product portfolio with minimum exposure to potential credit & operational risks

The Person

- Should possess a full/part professional / academic qualification in the field of Marketing, Banking, Finance, Business and Commerce or any other related field
- Possess at least minimum 6 years' experience in sales including 2 years at Team leader level
- Possess strong communication skills
- Excellence in Planning & Organizing, Relationship Management, Negotiation Skills and People Management Skills

Please login to <https://www.ndbbank.com/careers> to apply on or before 26th March 2021

We will correspond only with the shortlisted applicants

"We are an equal opportunity employer"



Vice President, Group Human Resources