

**Job Description – Senior Manager/Assistant Vice President for Financial Inclusion**

<b>Position</b>	<b>Corporate Business Correspondent</b>
<b>Position Purpose</b>	<ul style="list-style-type: none"><li>• Would be responsible for Development and implement the business strategy.</li><li>• Strategic partner with key stakeholders.</li><li>• Identifying new opportunities and expanding the company's Business Correspondent.</li></ul>
<b>Role &amp; Responsibilities</b>	<ul style="list-style-type: none"><li>• Develop and implement the overall business strategy in appointing Business Correspondent Agents in the states assigned, aligning them with the organization's goals and objectives.</li><li>• Lead a team of Assistant/Deputy Managers-Financial Inclusion, ensuring their performance and productivity are in line with business targets.</li><li>• Establish and maintain, including Regional Offices, Zonal Offices, and the Head Office of the bank.</li><li>• Drive business development initiatives, identifying new opportunities and expanding the company's Business Correspondent Agents' revenue base.</li><li>• Monitor market trends and competitors, providing insights and recommendations for continuous improvement.</li><li>• Ensures that all Business Correspondent Agent's activities are in compliance with regulatory requirements and guidelines set by relevant authorities. This includes staying updated on changes in regulations, communicating updates to the team, and implementing necessary processes or systems to ensure adherence.</li></ul>
<b>Job Specific skills</b>	<ul style="list-style-type: none"><li>• 8 to 15 years of experience in the financial industry, with a strong understanding of the Corporate Business Correspondent Sector.</li><li>• Proven track record in driving business growth and successfully managing teams.</li><li>• Excellent communication and interpersonal skills.</li></ul>
<b>Educational Qualification</b>	Minimum Graduate.
<b>Minimum Experience</b>	<ul style="list-style-type: none"><li>• 8 to 15 years of experience in the financial industry</li></ul>
<b>Location of posting</b>	Gift City Gandhinagar