

## Baroda Global Shared Services Ltd.

<b>Position Title</b>	National Sales Head - Direct Sales Team (Retail Assets)
<b>Position &amp; Purpose</b>	<p>Leadership role for handling the retail assets direct sales Mortgage / LAP / HL / Auto Financing for PAN India location. Responsible for accurately planning &amp; forecasting the business from different sourcing channels. Analyzing zone wise performance &amp; market share &amp; set the target % to be achieved</p> <p>National Sales Head responsibilities include developing key growth sales strategies, tactics, and action plans Successful execution of these strategies is required to achieve financial targets Sales head duties will include hitting annual targets, building relationships, and understanding market trends</p>
<b>Roles &amp; Responsibilities</b>	<ul style="list-style-type: none"> <li>• Collate and report information on market performance, knowledge and share of market</li> <li>• Create and implement effective direct sales strategies and lead region wise direct sales personnel toward achievement of corporate sales objectives</li> <li>• Achieving the month-on-month revenue targets as defined in the KRA, responsible for adhering to cost budgets and ensure cross sales</li> <li>• Own and hit/exceed annual sales targets within assigned territory and accounts</li> <li>• Develop and execute strategic plan to achieve sales targets and expand our customer base</li> <li>• Understand category-specific landscapes and trends</li> <li>• Reporting on forces that shift tactical budgets and strategic direction of accounts</li> <li>• Daily monitoring and reporting of sales progress - lead generation to management</li> <li>• Develop competencies and processes required to create an effective and efficient sales organization</li> <li>• Provide leadership through effective communication of vision, active coaching and development while comparing sales results to goals and taking appropriate action to correct when necessary</li> <li>• Establish effective relationships and collaborations with other departments (Marketing, Finance, Customer Service, etc.) to address key business issues and opportunities</li> <li>• Portfolio management</li> </ul>
<b>Job specific skills</b>	<ul style="list-style-type: none"> <li>• Proven sales experience, meeting or exceeding targets in banking domain for retail assets products (Mortgage / LAP / HL / Auto Financing)</li> <li>• Ability to communicate, present and influence all levels of the organization and stakeholders</li> <li>• Ability to drive the sales process from plan to close</li> <li>• Ability to articulate the distinct aspects of products and services</li> <li>• Ability to position products against competitor</li> <li>• Excellent listening, negotiation, and presentation skills</li> <li>• Excellent verbal and written communications skills</li> </ul>
<b>Minimum Experience</b>	<b>Essential</b> - Minimum 20+ years' experience in banking or Financial Institutions Must have experience in retail assets products

<b>Educational Qualification</b>	Postgraduate / Master's degree in Sales and Marketing.
<b>CTC offered</b>	Compensation will not be a limiting factor for the right candidate and will be discussed on a case-by-case basis
<b>Location of posting</b>	Shared Services Centre, GIFT City, Gandhinagar The candidate may be deputed to work with the team(s) with the organization/ parent organization/ any subsidiary of the parent organization if and as deemed necessary
<b>Email to be sent to</b>	<a href="mailto:recruitment@bgss.in">recruitment@bgss.in</a>
<b>Website</b>	www.bgss.in