

<i>Job Description – Direct Sales Executive for DST</i>	
Position	Direct Sales Executive DST
Position Purpose	<ul style="list-style-type: none"> • Would be responsible for achieving sales targets for Home /Mortgage loans. • Achieving sales and targets from the designated channel-Builder/Branch/Digital, etc.
Role & Responsibilities	<ul style="list-style-type: none"> • Achieving sales target through constant follow-up on customers and leads. • Self-motivated to achieve sales target based on given directions at local and area level • Responsible for Year on Year Incremental addition to the Business book Size & Net Income through new acquisition & Customer relations. • Raise relevant concerns pertaining to sales process, lead generation and management with relevant stakeholders as and when required. • Achieving budgeted volumes and revenues for the allocated area • Build & maintain key relationships across businesses and products. • Ensure adherence to all processes laid by both BGSS / Bank internal policies, compliance & policies.
Job Specific skills	<ul style="list-style-type: none"> • Minimum 1+ years of work experience in any domain. • Strong willingness to work in sales domain. • Strong interpersonal, and verbal communication skills. • Detail-oriented with strong ability to achieve sales and compliance simultaneously. • Ability to work in a flexible and target-oriented environment. • Must be able to work in a high stress environment while achieving agreed upon sales-target consistently. • Must be willing and able to work as part of a team. • Strong capability to work with people from different background. • Swift decision making to ensure closure of targets. • Coordinating with Team Leaders, Branches, SMS etc.as and when required.
Educational Qualification	Graduate.
Minimum Experience	Minimum 1-3 years of experience in respective Loan sourcing domain.
CTC offered	Compensation will not be a limiting factor for the right candidate and will be discussed on case to case basis. Incentive program are available for achievers and leaders.
Location of posting	Mumbai/Bengaluru/NCR/Pune/Hyd./Chennai/Kolkata/Ahd./Baroda The candidate may be deputed to work with team(s) with the organization / any subsidiary of the parent organization if and as deemed necessary.