

Baroda Global Shared Services Ltd.

Position Title	National Sales Head - Direct Sales Team (Retail Assets)
Position & Purpose	<p>Leadership role for handling the retail assets direct sales Mortgage / Education Loan / LAP / HL / Auto Financing for PAN India location. Responsible for accurately planning & forecasting the business from different sourcing channels. Analyzing zone wise performance & market share & 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> <ul style="list-style-type: none"> • Driving targets/vertical targets PAN India • Performance monitoring and productivity management • Overall monitoring of DST structure attached with respective Zone/s and performance management • Keeping Liaison with Bank leadership and all the Vertical heads of the Bank for smooth co-ordination of DST activities • Develop and execute strategic plan to achieve sales targets and expand Bank's customer base • Develop competencies and processes required to create an effective and efficient sales organization • Keeping Liaison with all the Vertical heads of the Bank for smooth co-ordinating of DST activities
Roles & Responsibilities	<ul style="list-style-type: none"> • Collate and report information on market performance, knowledge and share of market • Create and implement effective direct sales strategies and lead region wise direct sales personnel toward achievement of corporate sales objectives • Achieving the month-on-month revenue targets as defined in the KRA, responsible for adhering to cost budgets and ensure cross sales • Own and hit/exceed annual sales targets within assigned territory and accounts • Develop and execute strategic plan to achieve sales targets and expand our customer base • Understand category-specific landscapes and trends • Reporting on forces that shift tactical budgets and strategic direction of accounts • Daily monitoring and reporting of sales progress - lead generation to management • Develop competencies and processes required to create an effective and efficient sales organization • 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 • Establish effective relationships and collaborations with other departments (Marketing, Finance, Customer Service, etc.) to address key business issues and opportunities • Portfolio management

Job specific skills	<ul style="list-style-type: none"> ● Proven sales experience, meeting, or exceeding targets in banking domain for retail assets products (Mortgage / LAP / HL / Auto Financing) ● Ability to communicate, present and influence all levels of the organization and stack holders ● Ability to drive the sales process from plan to close ● Ability to articulate the distinct aspects of products and services ● Ability to position products against competitor ● Excellent listening, negotiation, and presentation skills ● Excellent verbal and written communications skills
Minimum Experience	Essential - Minimum 20+ years' experience in banking or Financial Institutions Must have experience in retail assets products
Educational Qualification	Graduate and master's degree will have added advantage
Location of posting	Mumbai
Email to be sent to	recruitment@bgss.in
Website	www.bgss.in