

Retail Credit Sales Officer

Looking for candidates:

- Having proven experience in achievement of Retail Credit sales (or in a similar role) with minimum 5 years experience in the BFSI sector.
- Having strong interpersonal, people management and team handling skills.
- Having a flair for Sales and Customer Service.

Qualification:

Graduate / Postgraduate Degree in Sales / Marketing or any related degree.

Responsibilities include:

- Achieving the Sales Targets –Retail Credit.
- Planning daily & monthly activities.
- Monitoring of sales progress, lead generation, customer visits and closure of leads.
- Generating prospective new customer leads through various channels.
- Proactively identifying new sales prospects & maximizing sales from current & potential customers.
- Effectively managing new & existing customer relationships in order to ensure achievement of the overall advances targets.
- Identification of new lines of Business / Products.
- Monitoring the business operating environment with respect to market trends, interest rates credit facilities, etc on an ongoing basis and providing feedback to the Senior Management.

Age:

Below 48 years

Designation and Compensation will be commensurate with qualifications & relevant experience.

Any of the above criteria may be relaxed in the case of deserving candidates, at the sole discretion of the Bank's Management.

Interested candidates are requested to e-mail their latest resume at career@citizencreditbank.com with subject – **Application for Retail Credit Sales Officer**.