

CITIZENCREDIT Centre, CTS No. 236, Marve Road, Orlem, Malad West, Mumbai 400064

Sales Executives (Feet on Street – Mumbai/Pune/Nashik/Khed/Talegaon)

Looking for candidates:

The Sales Executive is responsible for promoting and selling the bank's products and services, generating leads, acquiring new customers, and maintaining good relationships with existing clients. The role demands fieldwork, product knowledge, customer service, and achieving sales targets in accordance with the Bank's policies and guidelines.

Qualification:

Essential: Graduate / Postgraduate Degree, Certification in Sales / Marketing or any related degree will be preferred.

Desirable: CAIIB, IIBF certification.

Responsibilities include:

- Promote savings accounts, fixed deposits, recurring deposits, loans (personal, home, vehicle, MSME), and other bank products.
- Identify new business opportunities and generate leads through field visits, referrals, and campaigns.
- Achieve monthly and quarterly sales targets set by the bank.
- Acquire new customers by visiting local markets, residential areas, and business hubs.
- Ensure excellent customer service and maintain long-term relationships with clients.
- Follow up with prospective clients and convert leads into customers.
- Assist customers in completing application forms and ensure all KYC norms are adhered to.
- Submit accurate documentation and maintain proper records for audits and compliance.
- Report daily activities and update leads and conversions in the CRM/branch log.
- Coordinate with the branch operations team for account opening, disbursement, and servicing.
- Participate in financial literacy camps and promotional activities organized by the bank.
- Identify and acquire new customers for CASA, fixed deposits, loans (personal, home, MSME, etc.), insurance, and other banking products.
- Visit to Industrial/ Commercial Areas for Cold Calling or Relationship Marketing to generate Leads and share it with Sales Head/ Second line.
- Co-ordinating with potential leads for Basic Information to Assess Financials and to process Synoptic Note.
- On In-principle sanction introduce the client to the respective Branch and support Branch in compiling Credit proposal for sanction and disbursement.

Age: Below 38 years

Designation and Compensation:

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 with subject – Application for - **Sales Executives (Feet on Street)**.