

# BUSINESS DEVELOPMENT MANAGER – REGIONAL SALES UNIT (RSU) NORTH & EAST REGION

The job holder is responsible to assist Manager Sales in achievement of sales target through a team of sales personnel and management of Key accounts for overall retail sales.

## THE JOB

- Drive a sales team for a given product/segment targets.
- Ensure achievement of the targets assigned to the regional sales team through highest efficiency.
- Oversee verification and documentation of applications.
- Ensure efficient customer service and manage client relationships.
- Oversee and manage quality of acquisitions (NPA / KYC etc.)
- Ensure efficient customer service to enhance customer satisfaction.
- Adhere to the policies and guidelines.
- Recruit, Lead, Motivate and train the team.

## THE PERSON

- Full/Part Professional qualification from CIM / SLIM/CIMA / Bankers or a degree from a recognized university is preferred.
- At least 5 years of experience in the sales field including 2 years at a senior sales position.
- Demonstrate strong people management and leadership skills.
- Ability to manage priorities and performance.
- Possess public speaking and presentation skills.
- Should be a committed team player.

Please login to <https://www.ndbbank.com/careers> to apply on or before 17<sup>th</sup> January 2025

We will correspond only with the shortlisted applicants

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"We are an equal opportunity Employer"



Vice President Human Resources