

Kotak Bank Freshers Jobs – Bank Jobs In Branch Sales Manager Post

Hiring organization
Kotak Mahindra Bank

Job Location

India
Remote work from: IND

Date posted
January 31, 2024

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Valid through
31.08.2024

Base Salary

USD 16 - USD 27

APPLY NOW

Qualifications

Graduate

Employment Type

Full-time

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Description

Kotak Bank Freshers Jobs

At Kotak Mahindra Bank, we believe in empowering our employees to build a career that matters. As a leading financial institution, we are committed to providing innovative solutions and excellent service to our customers. Join us in shaping the future of banking as a Branch Sales Manager and embark on a rewarding journey of professional growth.

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Responsibilities:

1. Strategic Leadership:

- Develop and execute strategic plans to achieve branch targets and objectives.
- Provide visionary leadership to the sales team, fostering a culture of high performance and customer-centricity.
- Collaborate with cross-functional teams to implement initiatives that enhance customer satisfaction and drive business growth.

2. Sales Management:

- Oversee the sales operations within the branch, ensuring the achievement of revenue and business development goals.
- Monitor and analyze sales performance metrics, identifying areas for improvement and implementing effective solutions.
- Foster strong client relationships, actively participating in key client interactions and negotiations.

3. Team Development:

- Recruit, train, and mentor a high-performing sales team.
- Conduct regular performance reviews, providing constructive

feedback and guidance for professional development.

- Foster a positive and collaborative team environment, promoting a culture of accountability and continuous improvement.

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Kotak Mahindra Bank Careers

Skills and Qualifications:

- Bachelor's degree in Business Administration, Finance, or a related field.
- Proven experience in sales, preferably in the banking or financial services industry.
- Demonstrated leadership experience or potential, with a track record of achieving and exceeding targets.

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