

Kotak Mahindra Bank Freshers Jobs – Bank Jobs In Lobby Sales Officer Post

Hiring organization
Kotak Mahindra Bank

Job Location

India
Remote work from: IND

Date posted
February 27, 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 Mahindra Bank

We are seeking a driven and results-oriented Lobby Sales Officer to join our team at Kotak Mahindra Bank. In this role, you will play a crucial role in driving sales and achieving our ambitious growth targets. You will be the first point of contact for our customers, welcoming them to the branch and guiding them towards the right financial solutions. You will be responsible for building strong relationships with customers, understanding their needs, and offering them personalized financial products and services.

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Kotak Mahindra Bank Jobs Near Me

Responsibilities:

- **Prospect and qualify potential customers:** Identify and approach potential customers within the branch catchment area. Understand their financial needs and goals through active listening and questioning.
- **Present and sell financial products:** Recommend suitable savings accounts, current accounts, credit cards, loans, and other financial products based on customer needs and risk profiles. Explain product features and benefits in a clear and concise manner.
- **Build and maintain relationships:** Cultivate long-term relationships with customers by providing excellent service and exceeding their expectations. Resolve customer queries and concerns promptly and efficiently.
- **Achieve sales targets:** Meet and exceed individual and team sales targets for assigned products and services.
- **Contribute to branch activities:** Participate actively in branch events and initiatives to promote financial literacy and awareness.
- **Maintain accurate records:** Document customer interactions and

transactions accurately and efficiently.

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Kotak Mahindra Bank Careers

Skills:

- Excellent communication and interpersonal skills, with the ability to build rapport quickly.
- Strong sales and negotiation skills, with a proven track record of exceeding targets.
- Ability to explain financial products and services in a clear and understandable manner.
- Excellent customer service skills, with a focus on building long-term relationships.
- Time management and organizational skills, with the ability to prioritize tasks and meet deadlines.
- Proficiency in MS Office suite and other relevant software.

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