

Kotak Mahindra Bank Job Vacancy – Bank Jobs In HO Sales Manager Post

Hiring organization
Kotak Mahindra Bank

Job Location

India
Remote work from: IND

Date posted
March 4, 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 searching for a passionate and results-oriented HO Sales Manager to join our vibrant team at the Bank's headquarters in Mumbai. In this role, you will play a pivotal role in driving sales growth and achieving ambitious targets for our financial products and services. You will be responsible for developing and implementing effective sales strategies, building strong relationships with key partners, and managing a team of sales representatives.

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Kotak Mahindra Bank Jobs Near Me

Responsibilities:

- Develop and implement comprehensive sales strategies to achieve designated sales targets for various financial products and services.
- Build and maintain strong relationships with key partners and intermediaries to drive business growth.
- Identify and qualify potential leads, nurture them through the sales funnel, and convert them into satisfied customers.
- Conduct market research and competitor analysis to stay abreast of industry trends and opportunities.
- Manage and mentor a team of sales representatives, providing coaching and guidance to achieve individual and team goals.
- Prepare and deliver impactful sales presentations to various stakeholders.
- Analyze sales data and performance metrics to identify areas for improvement and implement strategies for continuous optimization.

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Kotak Mahindra Bank Careers

Skills:

- Excellent communication and interpersonal skills, with the ability to build rapport and influence others.
- Strong analytical and problem-solving skills, with a keen eye for detail.
- Proven ability to achieve challenging sales targets and exceed expectations.
- Strong understanding of financial products and services, particularly those offered by Kotak Mahindra Bank.
- Excellent time management and organizational skills, with the ability to prioritize multiple tasks effectively.
- Proficiency in MS Office Suite and CRM software.

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