

Cluster Manager – Sales (Business Loans)

Grade Eligibility		Designation	Manager – Sales
Reporting to	Cluster Manager – Sales	Location	Pan India across various locations
Function	Sales		
Job Purpose	To be responsible for driving organisation’s strategy for business loans product for the region		
Role	<ul style="list-style-type: none"> • Defining regional strategy for BL Business and executing the same • Team management – train, lead, coach and motivate a team of Area Managers. Ensure optimum productivity is achieved and team attrition is under control. • Relationship management with key stakeholders & DSA, connector partners & individuals • Review team performers on a regular basis and feedback to superiors. • Working with support functions for optimum TAT & service delivery • Must have customer centricity and create a culture of customer satisfaction across all levels within the team • Provide inputs to other parallel functions such as HR, Risk, and Operations & Credit. 		
Qualification & experience	Qualification – MBA/MMS or any full time Post graduation preferred Experience (Preferred) 4-6 years in Sales of Business Loans		
Essential skills	<ul style="list-style-type: none"> • Proven delivery with increasing responsibilities and success in leadership roles and a track record of successful outcomes • Longer-term strategic thinking / planning • Outstanding communication, presentation, and leadership skills • Internal Stakeholder Management 		
Team or Individual Contributor role	Team		