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CLOSED:FIAKS-20-Jan-19/National Head-RetailFX/IDFC Bank

Sales

Beginning of employment
Immediate

Description

About Bank:- People are our greatest source of strength and inspiration. What differentiates us is the ability to nurture talent from a diversity of backgrounds and seek success through simplicity and brilliance. Working at IDFC First Bank is about an opportunity to be amidst smart and talented colleagues, whose humility and zeal will inspire. We have exciting and ambitious plans to grow. Come be a part of this journey as we create the next big retail bank catering to the underserved and high-value market segments

Duration of employment
Permanent

Industry
Bank

Job Location
Mumbai

Base Salary
₹ 30 Lakhs

Date posted
January 20, 2019

Responsibilities

The National Sales Head – Retail FX will drive FX Throughput (volume, value, product penetration) for all Individual customers of the bank (NRI & Resident).Customer & Channel tie-ups for FX intensive business opportunities.Strong understanding of setting up and driving alliances with Money Changers, Travel Agents, Student Remittance, Manpower Consultants, etc.Work with Branch, Phone, Corp Sal & NRI Channels to drive Remittances. Move customers to digital remittance platforms. Acquisition of new registrations / increase product penetration/ X-sell on existing customer base.

Manage team of Zonal Sales Heads – Retail Fx (7)

The incumbent will have 7 Zonal Sales Head reporting (dotted line) into this role

Qualifications

Post Graduate/ Management Degree preferred

8 – 12 years (Flexible for candidate that demonstrates functional competence in the area)

Job Benefits

Reporting to Head NRI Banking, Retail FX & Brokerage

Fixed & Variable Salary – Competitive – Offer will depend on existing salary. There may will be Stock as part of annual appraisal cycle. Total CTC around 20 – 30 Lakhs, but will be benchmarked to existing salary – we normally offer around 10-15% increment over existing compensation