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## CLOSED:FIAKS-20-Jan-19/Product Head-RetailFX/IDFC First Bank

### 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

### Responsibilities

The Retail FX product head will set-up and manage the banks Retail FX Product Proposition for Resident Individuals & NRIs.

This would involve all product & channel types consumed by Individuals – Inward & Outward Remittance, FX Cards, Currency, FX alternative products (forwards).

Work with IT & Operations to set up best in class Remittance Product & Process  
Strong understanding of regulatory framework/ FEMA covering FX transactions for Individuals

Deep market understanding of traditional (SWIFT/ FX Card/ Currency) and new-age remittance options (Digital Remittance) + Competition benchmarking

Understanding of customer needs & evolving requirements with respect to FX

Understanding of FX corridors & correspondent banking tie-ups in various countries/ currencies

Understanding of business segments and how to target – EB5, LRS, NRI Remittance, Repatriation

Track and Drive business drivers with Channel & Sales Team.

Be a business support & partner to grow numbers

### Qualifications

Post Graduate/ Management Degree preferred

Experience Expected – 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, but will be benchmarked to existing salary – we normally offer around 10-15% increment.

### Beginning of employment

Immediate

### Duration of employment

Permanent

### Industry

Bank

### Job Location

Mumbai

### Base Salary

₹ 30Lakhs

### Date posted

January 20, 2019