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Regional Sales Manager – South (Karachi)

Department: **Cash Management & Employee Banking**

Role and Major Accountabilities:

- To assist the Head of Cash Management & EB in implementing the business strategy in respective region.
- Responsible for client/ business origination, coverage, and sales/business targets.
- Achieve new client acquisition, sales budget/ targets, deposits, transactions volume growth, and other relevant KPIs as defined and agreed upon.
- To drive the business growth of Cash Management; & EB across all client segments in south region.
- To support the growth through technical expertise and structuring capabilities for cash management and employee banking opportunities.
- Collaboratively work with internal business partners and stakeholders to drive sales acquisitions, sales pipeline conversion and deal implementation.
- Managing key customers to ensure highest level of customer service and satisfaction.
- Responsible for deal strategy, pricing, deck preparation, proposals preparation and working with product and solution delivery team to check offering viability.
- Train and coach RMs/ ROs to drive sales in the region.

Eligibility Criteria:

- Strong Communication and relationship management skills.
- Strong analytical and sales-driven approach.

Qualification & Experience:

- Minimum 10+ years' experience in the banking industry out of which minimum of 8 years' in Cash Management, Employee Banking or Digital Payment Services.
- Graduate from an HEC recognized university/ institution preferably in Business domain.

Location:
Karachi

Last date to apply:
12th December, 2023

To apply:

Please share your resumes at recruitment@bankislami.com.pk mentioning 'Regional Sales Manager – South (Karachi)' in the subject line.



www.careerjoin.com

