

Acquisition RM-NRI-North

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Company: IDFC FIRST Bank

Location: india

Category: other-general

Role/ Job Title: Acquisition RM-NRI Function/ Department: Branch Banking Job Purpose: Incumbent will work in a field role aligned to the NRI Banking Vertical and report to the regional NRI Field Leadership. Main goal is to attract new customers for the bank in your assigned location. Also work with various stakeholders in the location and the NR business vertical to design and implement local customer acquisition strategies that meet the business objectives. Roles & Responsibilities: Drive overall customer acquisition numbers for the designated location. Evaluate and monitor sales target and performance to plan and initiate actions to achieve excellence in sales delivery. Develop customer acquisition strategies and execute them in local markets and foster customer relationships to attract new customers. Build and maintain relationships with local B2B partners to acquire new customers. Collaborate with local Branch Network and NRI Business vertical to drive leads to conversion. Provide feedback to local field leadership on customer needs and market trends. Develop the utilise ability to interact with customers & build trust through telephonic conversations. Education Qualification: Graduation: Any Graduate Experience 2 to 5 years of relevant experience

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