

Bank Sales Officer Tenkasi

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Company: Kaarlo Training & HR Solutions Pvt. Ltd.

Location: India

Category: business-and-financial-operations

Job Description

Drive the sales of Home Loans and related financial products.

Cultivate and expand relationships with customers, promoting various loan products including CLAP, LAP, Loan Against Property, Home Loan, Equity Loan, and Mortgage Loan.

Achieve and exceed sales targets through effective marketing strategies and relationship building.

Collaborate with the marketing team to develop and implement targeted campaigns to attract potential clients.

Conduct market research to identify opportunities and stay informed about industry trends.

Provide excellent customer service and guide clients through the loan application process.

Requirements

Proven experience in sales within the financial industry, with a focus on Home Loans and related products.

In-depth knowledge of CLAP, LAP, Loan Against Property, Home Loan, Equity Loan, and Mortgage Loan products.

Strong understanding of sales and marketing principles.

Exceptional communication and interpersonal skills.

Goal-oriented with a track record of meeting and exceeding sales targets.

Ability to work independently and as part of a collaborative team.

Benefits

Competitive salary with attractive commission structures.

PF, ESI, Bonus, Gratuity and other perks.

Opportunity for career growth and advancement within the organization.

Comprehensive training programs to enhance your skills and knowledge.

A supportive and dynamic work environment that values innovation and excellence.

Requirements

Proven experience in sales within the financial industry, with a focus on Home Loans and related products. In-depth knowledge of CLAP, LAP, Loan Against Property, Home Loan, Equity Loan, and Mortgage Loan products. Strong understanding of sales and marketing principles. Exceptional communication and interpersonal skills. Goal-oriented with a track record of meeting and exceeding sales targets. Ability to work independently and as part of a collaborative team.

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