

Branch Manager

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Company: Vijeta Placements

Location: Surat

Category: other-general

Job Description

We are looking for young and dynamic professionals who can lead and develop a team of frontline sales professionals.

Key responsibilities:

Manage and develop a team of Unit/Development managers

Guide frontline managers to build a robust network and team of advisors

Ensure smooth onboarding, engagement and capability development of front line managers and advisors for a long and successful career

Engage in joint field work to support assigned team and advisors

Identify new revenue generation opportunities, initiate lead generation activities to support assigned team to deliver quality & profitable growth

Help, support and guide team members in achieving their monthly/quarterly/yearly I-contribute targets, track the team's progress at regular intervals

Align team members to people and business objectives of the Company and ensure that the team adheres to the highest standards of business quality and conducts business within the overall compliance framework

Coach and develop assigned team on products, selling techniques, various online / digital

platforms

Build relationship and network with advisors, customers and various stakeholders

Responsible for training the team and exercising due diligence to prevent fraudulent transactions

Drive central sales initiatives for the territory through communication forums and meetings

Educate the team about local & central R&R & incentive schemes and motivate the team to achieve and drive performance

Candidates who are willing to be mobile and work across locations will be preferred.

Education: Graduation from any stream. Candidates with MBA from tiered institutions will be preferred.

Interested candidate do share profile on below email id :

9998988263

Surat location

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