

Team Lead CASA Channel

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Company: DBS Bank

Location: Hyderabad

Category: computer-and-mathematical

Team Lead CASA Channel-(WD54036) Position Title: Regional Liabilities Head (For the Rest of India) & Cluster Liabilities Head (For North & West) Business Unit: Consumer Banking Group - NDS Report To: National Sales Head & to the Regional Head (Rest of India) / Cluster Head (for North & West) Branch Banking in NDS Job Purpose: To manage the Team of CASA & CEP Personal Bankers in the region who are supposed to acquire CASA Accounts, Salary accounts, Build Balances / TD book and cross sell multiple banking products like Insurance, Gold Loan, Personal Loan, Consumer LAP etc. Key Accountability: The key accountability of the Regional Liability Head is to build & manage the team of CASA & CEP Personal Bankers in the region to get desired level of productivity per person by overachieving the scorecard parameters. The scorecard parameters are Revenue, Balance build & Number of accounts including Corporate Salary Accounts. Job Duties and Responsibilities: Build & run a team of strong CASA & CEP Personal Bankers. Per person productivity, Per client activation & cross sell. Acquiring new accounts (Current and Savings) from branch catchment area. Quality sourcing of salary accounts from corporates. Activate Accounts opened, UPI Linkage, M0 Balance, Savings balance and increase wallet share of our banking products includes Insurance, Mortgages, UL, SIP, MF etc & manage the portfolio. Participate in corporate induction and migration events around the catchment area. Build strong relationship with internal teams to leverage existing relationships from SME. Conduct low-cost micro marketing activities around catchment areas for lead generations Preferred Qualification and Experience: Graduate/post-graduate. 10 – 15 years of relevant experience. Span of leadership control preferably of over 50-100

resources in the region·Experience of doing business in the given region·Strong control on Local Language would be preferredCore Competencies:·Sales & Networking Skills. Good Communication & Listening Skills·Goal / Target oriented·IRDA & AMFI certification is preferred. This is a must post joining.·Excellent verbal and written communication skillsTechnical Experience and Competencies:·Banking knowledge·Computer Skills and digital knowledge·Good network in the marketDBS India - Culture & Behaviors·Drive Performance Through Value Based Propositions·Ensure Customer Focus by Delighting Customers & Reduce Complaints·Build Pride and Passion to Protect, Maintain and Enhance DBS' Reputation·Enhance Knowledge Base, Build Skill Sets & Develop Competencies·Invest in Team Building & Motivation through Ideation & Innovation·Execute at Speed While Maintaining Error Free Operations·Develop a Passion for Performance to Grow Talent Pool·Maintain the Highest Standards of Honesty and Integrity

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