

TEAM LEADER - SME

The job holder is responsible to execute strategy, business & operations plan for sustainable, profitable growth of Business Banking (SME) amongst identified client relationships within region in adherence to all applicable policies & regulatory requirements. Opportunities are available in Southern, North Western, North East & North Central Regions.

THE JOB

- Should be able to understand strategy, business plan & operations plan relating to small & medium / mid – market enterprises banking in terms of segment mix, portfolio mix and such other factors that will help achieve the targets
- Job holder has to be up-to-date on all applicable policies, procedures & guidelines that would help in fulfilling the business & operations plan
- Achieve business growth numbers in both Assets and Liabilities for the region as per the business objectives assigned.
- To acquire new clients and establish relationships with organizations
- Drive business by increasing team's effort in generating business leads from the branches in the region.
- Ensure close coordination with internal teams of the Bank and external stakeholders to help achieve business objectives
- Achieve and track Assets & CASA as per target in the assigned region
- Introduce new Asset products and product enhancements for customers to further expand the banking relationship
- Plan and conduct special marketing initiatives and events for prospective and existing clients
- Complete the appraisal process as per Bank policy

THE PERSON

- Should be a Bachelor's degree holder in Commerce, Finance, Banking or related field or be fully/ part qualified in CA/ CIMA/ CIM
- Possess at least 6 years of Banking or Financial Services experience including at least 3 years' exposure in Credit
- Excellence in Planning & Organizing, Relationship Management & People Management
- Possess strong negotiation and communication skills
- Ability to understand Segment Customers

Please login to <https://www.ndbbank.com/careers> to apply on or before **19th October 2023**

The position is at Executive Level

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



The future is banking on us

Vice President Human Resources