

Job Title : Head of Direct Sales Agent and Telesales

OVERALL PURPOSE:



RESPONSIBILITIES:

- ◆ Develop and implement comprehensive sales strategies to meet the bank's revenue objectives.
- ◆ Oversee the day-to-day operations of the Direct Sales Agents and Telesales teams, ensuring all activities align with the bank's goals and regulatory requirements.
- ◆ Motivate, mentor, and provide sales training to teams to enhance their product knowledge and sales skills.
- ◆ Monitor and analyze sales performance and trends, implementing necessary adjustments to strategies and processes.
- ◆ Collaborate with marketing and product teams to ensure cohesive brand messaging and product understanding.
- ◆ Establish and maintain key customer relationships and implement strategies for expanding the bank's customer base.
- ◆ Maintain a deep understanding of industry trends, market activities, and competitors, adjusting strategies as necessary.

QUALIFICATIONS REQUIREMENTS:

- ◆ Proven experience in a sales leadership role, specifically in the banking or financial services industry.
- ◆ Proven track record in driving sales growth and hitting sales targets.
- ◆ Exceptional leadership skills with the ability to motivate and lead teams effectively.
- ◆ Strong customer service orientation and commitment to quality outcomes for internal and external customers.
- ◆ Excellent interpersonal and communication skills, with the ability to negotiate and build strong relationships.
- ◆ Solid understanding of banking products and services.
- ◆ Proficiency in analyzing sales statistics and managing sales budgets.

Contact Info:

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