



Head of National Sales, Retail Banking

BRAC BANK LIMITED

Job Category: Banking/Non-Banking

Job Source: ০০০০০ ০০০০০ ০০০০

Job Summary

Posted On: 18 Sep 2024

Application Deadline: 26 Sep 2024



We are Hiring in Senior Position Head of National Sales, Retail Banking

Job Grade : **Senior Vice President / Executive Vice President**
Job Location: **Dhaka**

Key Responsibilities:

- Contribute to the development of the Retail Banking strategy by providing strategic input and plans for Retail Sales in line with the bank's overall mission, vision, and strategic objectives and ensure that the strategy is translated into operational business plans and sales targets and monitor performance during the year.
- Achieve the agreed Retail Sales target ensuring compliance with the bank's policies and procedures to support the achievement of the overall targets.
- Identify new business opportunities- new markets, new partnerships, new ways to reach existing markets or new service offerings to better meet the needs of existing markets.
- Support sound credit initiation process to drive a high-quality profitable portfolio and monitor Retail Sales portfolio by ensuring good portfolio health.
- Ensure that all customer complaints thoroughly followed up and promptly resolved to ensure a high level of customer service.
- Drive operational efficiencies by designing and implementing processes across the function through initiatives around digitization, process improvements etc.
- Identify the associated risks, formulate risk mitigation process, deploy effective internal control mechanisms, and ensure regulatory compliance & fraud prevention.

Key Qualifications:

- Graduate from a reputed institution.
- Minimum 10 years of relevant experience in sales and business development with strong team management & execution capabilities.
- Have a very good idea about retail business dynamics, regulatory guidelines, market intelligence & know-how.
- Ability to lead a large dynamic team independently and keen to develop others.

If you are interested in taking up the challenge, please send your resume to career@bracbank.com and mention "**Application for the position of Head of National Sales, Retail Banking**" in the subject line of your email.

Only short-listed candidates will be communicated for the next stage as per the recruitment process. BRAC Bank reserves the right to accept or reject any application without assigning any reason, whatsoever.

Application Deadline: **September 26, 2024**