

BRAC Bank Limited, pioneer in SME Banking, delivers a full array of banking services to individuals as well as to the business entities. With a network of 187 Branches, 460 ATMs, 456 SME Unit Offices, 170 Agent Banking Outlets, 11 Regional Operations Office and 224 remittance delivery points, the bank has unmatched reach to provide a comprehensive range of solutions to serve million.

To support its continuous business growth, BRAC Bank is currently looking for ambitious, smart, goal-oriented, enthusiastic individuals for the following position in – Retail Banking Division.

Sales Manager: Retail Banking Division

Employment Type: Full Time (Permanent)

Job Location: Dhaka

KEY RESPONSIBILITIES

- Achieve growth and hit sales targets by successfully managing the sales team.
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence.
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.
- Maintain sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators and competitors.

EDUCATIONAL REQUIREMENT:

- Graduation/Post-graduation from reputed public/private university or college with minimum second class/division in all examinations.

- Experience in Tele Sales will be an added advantage.
- Ability to work under pressure.
- Ability to source new business through own initiative.
- Computer literacy (MS Office) and Analytical ability.
- Good communication skills (both written and verbal) and excellent interpersonal skill.

Female candidates are highly encouraged to apply.

Only short listed candidates will be invited for the interview as per recruitment process.

BRAC Bank reserves the right to accept or reject any application without assigning any reason whatsoever.

If you are interested to be a part of this diversified BRAC Bank family, please Apply Online.

BRAC Bank does not charge any fee at any stage of the recruitment process. Please note that BRAC Bank is an equal opportunity employer. Any form of persuasion will disqualify the candidature before or after the final selection.

Application Deadline: October 27, 2019

