

<b>Role:</b>	Territory Manager - Salaried
<b>Vertical:</b>	Enterprise Lending
<b>Business Line:</b>	Salaried
<b>Product:</b>	PL
<b>Function:</b>	Sales
<b>Reports to:</b>	Area Manager
<b>Exp in Years</b>	<b>Min:</b> 4 <b>Max:</b> 6
<b>Job Role</b>	
<ul style="list-style-type: none"> <li>Recruitment of Sales Manager/Sales Officers, training &amp; motivating them to generate business.</li> <li>Ensure Productivity of Sales team.</li> <li>Responsible for building a healthy &amp; profitable portfolio</li> <li>Ensuring superior customer experience and handling customer service in terms of collections, pre payments &amp; other service concerns.</li> <li>Keep track of collection and recovery and ensure delinquency remains below permissible limits.</li> <li>Identifying potential market area for sourcing business.</li> </ul>	
<b>Key Responsibilities</b>	
<ul style="list-style-type: none"> <li>Monitoring Target and achieving assigned targets.</li> <li>Ability to create professional work culture that encourages enthusiasm &amp; team spirit</li> <li>To ensure productivity metrics of sales officers &amp; employee retention</li> <li>Understanding of Credit Risk &amp; managing portfolio</li> <li>Driving Field Sales along with a Team of Sales Managers and Sales Officers</li> <li>Managing a large team of 15 to 20 including Sales Managers and Sales Officers</li> </ul>	
<b>Mandatory skills</b>	
<ul style="list-style-type: none"> <li>Minimum 3 to 5 years for experience in open Market / Field Sales and marketing.</li> <li>Team Handling experience of minimum 2 years</li> <li>Sales Experience in PL / CC / CASA will be preferred.</li> </ul>	
<b>Desirable Skills</b>	