HIRING OF CASA TEAM – SUPERVISORY CADRE& SALES EXECUTIVES

Sl. No.	Post	Eligibility as on 01.03.2017
1.	Regional Sales Head – CASA	Educational Qualification : Graduation Experience : Minimum 8-10 Years' sales experience of which 5 years should be in team leadership role in financial service industry. Age Limit : 35 years (Relaxation 5 years based on experience) Place of Posting : Mumbai, Kochi Gross CTC : Rs.10 to Rs 12 lakhs p.a. Roles& Responsibilities 1. Responsible for achieving the Business Objectives of the Sales Team and meet the Value, Volume and channel Productivity targets as allocated 2. Driving the growth of CASA in line with Corporate Budgets allocated 3. Responsible for sourcing high end Corporate/Institutional/Govt biz., Budgeting and monitoring the budgets allocated to the Team Leads working under him so as to ensure attainment of the CASA budgets allotted. 4. Responsible for generation of revenues through sale of CASA and Third Party Products through the Sales Channel 5. Responsible for leading a large Sales Channel comprising of Team Leaders and Sales Executives and ensuring Recruitment, Training, Retention and Mentoring of Sales teams 6. All other related work like strategizing, promotional activities, people management, assistance in product evolution etc.
2.	Area Sales Head - CASA	Educational Qualification : Graduation Experience: : Minimum 4 Years' sales experience of which 2 years should be in team leadership role, preferably in financial service industry Age Limit: : 30 years (Relaxation 5 years based on experience) Place of Posting: : Mumbai, Thiruvananthapuram, Kochi, Thrissur, Chennai, Coimbatore, Bangalore, Delhi NCR Gross CTC : Rs.6 to Rs 8 lakhs p.a. Roles& Responsibilities 1. Driving the growth of CASA for achieving the Budgets allocated by the Regional Sales Head. 2. In the process, budgeting and monitoring the budgets allocated to the Sales Executives working under him so as to ensure attainment of the CASA budgets allotted. 3. Driving Corporate Salary Product. 4. Assist in building up the sales team of Sales Executives under him. Grooming, mentoring, motivating and managing the Sales team under him.

3.	Sales Executives	Educational Qualification	:	Graduation
		Experience	:	Preferably with 1 to 2 years' experience in Sales.
		Age Limit	:	28 years
		Place of Posting	:	Mumbai, Thiruvananthapuram, Kochi, Thrissur, Chennai, Coimbatore, Bangalore, Delhi NCR
		Gross CTC	:	Rs 1.5 L to Rs 2.4 L p.a.
		Roles& Responsibilities 1. Achieve CASA target allocated for the designated branches in the assigned geography 2. This would require field activities and work would involve local travel in the assigned geography 3. Market mapping, customer mapping, competitor mapping in the geography assigned 4. Active participation in promotional activities to build up CASA and proactive support to the Team Leader. 5. Work within the compliance boundaries set by the regulatory bodies and the Bank 6. Work for satisfying the customer needs by selling the right products and services offered by the Bank		

For more details contact us at careers@csb.co.in or call 0487-2333020/6619255.