

BOB Financial Solutions Limited (BFSL, formerly known as BOBCARDS Ltd.) is a wholly owned subsidiary of Bank of Baroda and a Non-Deposit Accepting Non-Banking Finance Company (NBFC). BFSL was established in the year 1994 to cater to the need of rapidly growing credit card industry in a focused manner. BFSL is one among the pioneers in Indian card market and was the first nonbanking company in India to issue credit cards.

The Company's core business is credit card issuance and consumer lending. It also provides support to Bank of Baroda by carrying out its merchant acquiring operations and its debit cards operation for its overseas territories/ subsidiaries and sponsored RRBs. The Company is aiming to expand within Consumer Credit, Commercial Credit, Retail Credit, Capital Market Lending (loan against securities, IPO financing) and other Financial Services.

Position	Zonal Sales Manager – Vehicle Loan
Role & Responsibilities	<ul style="list-style-type: none"> • Responsible for Strategizing and managing Top line targets, maintain yield and fee income for Zone. • Responsible for achieving channel wise targets for the Zone also responsible for achieving cross sell targets for Zone • Conduct team meetings, target setting within Zone and ensure tight control on sales process across Zone. • Maintain good relationship with bank branch network/Dealers/DSA/Channel partners • Regular visits to locations to ensure acquisition of Channel partners i.e DSA/Dealers etc • To ensure retention and positive growth of Portfolio for Zone • Maintain Zonal P&L and proper Product mix for Zone • Ensure Productivity of SM/ASM
Job specific skills	<ul style="list-style-type: none"> • Sales Aptitude • Leadership Skills and People management • Finance Acumen • Relationship management • Written and oral communication skills
Educational Qualifications	<ul style="list-style-type: none"> • Graduate/Post Graduate
Minimum Experience	<ul style="list-style-type: none"> • 10 years of relevant experience with Bank/NBFC
CTC offered	Compensation will not be a limiting factor for the right candidate and will be discussed on a case by case basis.
Location of posting	<p>Delhi, Mumbai, Bengaluru, Kolkata</p> <p>The candidate may be deputed to work with the team(s) within the organization / parent organization / any subsidiary of the parent organization if and as deemed necessary. Candidate is liable to be transferred to any other location in India</p>
Maximum Age	45years



on the last date of application	
Email to be sent to	recruitment@bobfinancial.com with subject as “Zonal Sales Manager – Vehicle Loan”
Website	www.bobfinancial.com
Contact Number	022 - 4206 8546
Other Terms	<ul style="list-style-type: none">• It may please be noted that company is not bound to call all the applicants for interview. Only shortlisted candidates will be called for interview• In case of any modification in advertisement shall be updated only in Website.• The above recruitment may be scrapped at any stage of recruitment process without assigning any reasons.
Last Date for application	1 st November 2018