

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.

<b>Position</b>	<b>Regional Sales Manager - Education Loan</b>
<b>Role &amp; Responsibilities</b>	<ul style="list-style-type: none"> <li>• Responsible for managing Top line targets, maintain yield and fee income for region.</li> <li>• Responsible for achieving channel wise targets for the region also responsible for achieving cross sell targets for region</li> <li>• Conduct team meetings, target setting within region and ensure tight control on sales process across region.</li> <li>• Maintain good relationship with bank branch network/DSA/Channel partners/Consultants/Institutes</li> <li>• Regular visits to locations to ensure acquisition of Channel partners i.e DSA/consultants etc</li> <li>• To ensure retention and positive growth of Portfolio for region</li> <li>• Maintain Regional P&amp;L and proper Product mix for region</li> <li>• Ensure Productivity of SM/ASM</li> </ul>
<b>Job specific skills</b>	<ul style="list-style-type: none"> <li>• Sales Aptitude</li> <li>• Leadership Skills and People management</li> <li>• Finance Acumen</li> <li>• Relationship management</li> <li>• Written and oral communication skills</li> </ul>
<b>Educational Qualifications</b>	<ul style="list-style-type: none"> <li>• Graduate/Post Graduate</li> </ul>
<b>Minimum Experience</b>	8 years of relevant experience with Bank/NBFC
<b>CTC offered</b>	Compensation will not be a limiting factor for the right candidate and will be discussed on a case by case basis.
<b>Location of posting</b>	Ahmedabad, Mumbai, Indore, Kolkata, Lucknow, Bengaluru, Chennai, Jaipur, Delhi  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
<b>Maximum Age on the last date of application</b>	45 years
<b>Email to be sent to</b>	<a href="mailto:recruitment@bobfinancial.com">recruitment@bobfinancial.com</a> with subject as “ <b>Regional Sales Manager - Education Loan</b> ”
<b>Website</b>	<a href="http://www.bobfinancial.com">www.bobfinancial.com</a>
<b>Contact Number</b>	022 - 4206 8546
<b>Other Terms</b>	<ul style="list-style-type: none"><li>• 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</li><li>• In case of any modification in advertisement shall be updated only in Website.</li><li>• The above recruitment may be scrapped at any stage of recruitment process without assigning any reasons.</li></ul>
<b>Last Date for application</b>	1 <sup>st</sup> November 2018