

## CAREER OPPORTUNITY



**Designation:** Manager-Priority

**Job Grade/ Seniority:** Assistant Manager/ Manager

**Vacancy:** 1 (One)

**Job Location:** Dhaka

**Department:** Retail Business

**Reports to:** Head of Retail Business

**Position Summary:** Responsible for growth of individual HNW customers of Retail Business through developing and executing business strategies, developing and implementing processes for improving initiatives, designing alternate sales channels, conceptualizing, designing and building excellent customer relationship.

### **Job Description:**

- Ensure IPDC's brand exposure to individual HNW customers.
- Achieve yearly target.
- Develop structured approach to penetrate target segments.
- Resolving investigations and inquiries initiated by customer inquiry to the specified standard.
- To capitalize on cross-sell opportunities.
- Develop new ideas in accordance to the need of the niche top segmented market and long term objectives of IPDC.
- Identify and create ways to enhance values for Club Royal.
- To help and organize sales promotions (presentations, seminars, exhibitions etc.) to the MNC, LLC (Large Local Corporate) as well as other top organizations in co-ordination with Head of Retail & Marketing.
- Monitor and enhance relationship with the MOU partnership participants for IPDC Club Royal to ensure best possible experience for Club Royal members.
- Group SMS services to the Club Royal customers periodically regarding the MOU updates.

**Education and Experience:** BBA/ MBA from a recognized university with 5 to 7 years' experience in the related field.

### **Skill Requirements:**

- Excellent relationship management skill.
- Leadership skill.
- HNW segment relationship.
- Know-how on alliance build up with life style services.

**Perquisite qualifications will be relaxed for truly deserving candidates.**

**How to Apply:** Only short listed candidates will be called for interview as per recruitment process. Persuasion of any kind will be regarded as disqualification. IPDC reserves the right to accept or reject any application without assigning any reason whatsoever. IPDC is an equal opportunity employer and commits a competitive compensation package, a great career development program and a unique working environment where you can certainly materialize your dream. Please send your CV to [career@ipdcdbd.com](mailto:career@ipdcdbd.com) mentioning the position you are applying by January 28, 2017.