

CAREER OPPORTUNITY



Designation: Team Leader- Multiple Product

Job Grade/ Seniority: Executive/Senior Executive

Vacancy: 3 (three)

Job Location: Jessore, Mymensingh, Comilla

Department: Retail Business

Reports to: Branch Manager

Position Summary: Managing a team who will be responsible for generating demand of new businesses, maintaining smooth relationship with internal and external stakeholders. This position will work to generate meaningful business insight and drive demand generation initiatives through campaigns among internal and external partners.

Job Description:

- Building strong relationship with customers by offering our products.
- Achieve set target of auto loan (AL)/ home loan (HL)/ personal loan (PL)/ Deposits.
- Monitor the sales team performance to ensure their maximum productivity and to ensure that product sales are as per the rules and regulation of IPDC.
- Make plans and take strategic actions to ensure the segmented business target.
- Coordination with sales, CRM and ops to ensure compliance with IPDC and BB's rules and regulations of the retail business.
- Arrange to promote our products (PL/AL/HL/Deposits) to prospective clients by doing multiple marketing events.

Education and Experience: Bachelor/ Masters in Finance/Accounts/ Management from a recognized university with 5 to 7 years' experience in the related field.

Knowledge & Skill Requirements:

- Adequate familiarity with business regulations on retail or consumer financing.
- Understanding of unsecured product risk factors.
- Strong analytical and critical reasoning skill.
- Sound customer service quality and statutory compliance.
- A strong and motivated team player with excellent negotiation skills.
- Ability to maintain performance expectations in diverse cultural contexts, psychologically stressful environment and physical hardship conditions with limited resources.
- Excellent communication skill.
- Target driven.

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 mentioning the position you are applying by March 11, 2017.