

Bajaj Fin Serve

Position	Area Sales Manager-Digital
Job Description	<ul style="list-style-type: none">• Engage with channel partners to build and strengthen relationship• Build distribution for Lifestyle Finance business• Distribution mapping for Lifestyle Finance business• Recruit sales managers, hire, train and motivate them to achieve business targets• Allocate the assigned targets to team of Sales Managers• Review the progress on sales achievement and implement corrective strategy to achieve business targets• Drive promotions with retailers• Manage acquisition cost for business• Ensure sustained business growth• Drive portfolio quality• Manage the productivity
Skills Required	<ul style="list-style-type: none">• Ability to develop and nurture relationships with channel partners.• Prior experience in distribution and channel management would be desirable• Should have the ability to lead a team.• Strong communications skills.• Proficient in MS Office.
About BajajFin Serve	<p>Bajaj Fin Serve is the most diversified non-bank in the country, financing the widest set of outcomes, supporting your biggest pursuits. Be it the desire for a bigger lifestyle to buying your home, indulging in that much deserved family holiday to expanding your business or making that big acquisition, whatever be your plan, we have the capability to support it.</p> <p>Through our deep investments in technology, processes and people, we have ensured we deliver what we promise. We partner with the best in the game across the world to cut process time and sift out unnecessary details. We put less bureaucracy in our day to day work and more result orientation. We keep as much focus on simplifying life for existing customers as we do for acquiring new ones.</p>

Qualification	MBA
Location	Chennai, Rest of Tamil Nadu, Bangalore, Rest of Karnataka & Kerala and Andhra Pradesh.
Compensation	Competitive, as per industry standards
Work Experience	4 to 5 years of relevant experience
Contact Person	Interested candidate may send their resume before 9 th Jan on " manjeet.singh@bajajfinserv.in "