

Head Insignia Preferred Banking- VP2/SVP1 Grade-One of the Leading Bank-Mumbai Location

Job Posted by Seema Kakra | September 12, 2021

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Hi

Request to check below JD & give us your email confirmation for interview process.
If any Query feel free to call Seema Kakra on 7878551502.or send your updated CV on
Seema.k@careerzodiac.com

Client -One of the Leading Bank

Position:-Head Insignia Preferred Banking

Location:- Mumbai

Job Description -Head Insignia Preferred Banking

Education : MBA / Post Graduate Degree in Financial discipline

AMFI / NISM certified preferred

Experience :15 years + experience in Relationship Management, Branch Banking, Wealth Products,
with minimum 7 years' experience in managing teams

Key Skills :

Sales Management, Strong interpersonal and communication skills

Exceptional leadership and team management skill

Good networking skills - ability to start relationships and build rapport

Ability to strategize and deliver business goals

Experience in financial services - knowledge of Banking, wealth management / Trade &fx domain,

Process Orientations – self-discipline to adhere to laid down processes

Have High integrity and professional value

Have passion for selling and entrepreneurial orientation

Ability to build a Granular Business

Key Roles :

Leading, guiding and mentoring teams of Insignia Preferred Banking Team leaders and Relationship Managers

Managing and enhance Insignia program to deliver better client experience

Strategic planning and implementation to achieve business goals

Manage Client experience through Service Delivery Managers

Ensuring team focus and consistent delivery across all products as per defined vectors – Balance-sheet, Fx, Investment & Insurance, asset products

Delivery of Cost : Income Ratios

Effectively manage and motivate teams

Hiring and retaining of competent team members

Overall Portfolio analysis and alignment with client needs

Ensuring adherence to Compliance processes and guidelines

Coordination with other departments / Product heads to maximize business opportunities.

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