



THE NAINITAL BANK LTD.
BANKING WITH PERSONAL TOUCH

Position	Head of Sales – Digital Ventures – The Nainital Bank Ltd. (DVNTB)
Role & Responsibilities	<p>The Head of Sales will be responsible for:</p> <ul style="list-style-type: none">• Full P&L responsibility with overview of revenue generation for the business and marketing of various products.• Building the business to facilitate simultaneous growth in top-line as well as bottomline of DVNTB• Provide exceptional customer engagement and developing new business opportunities.• Instrumental in launching various online assets, liabilities and payment products. Handling network expansion for conceptualizing, implementing and monitoring innovative campaigns, schemes and measures based on market and competitor analyses, to increase market penetration and gain a competitive edge.• Providing support to the team by advising and participating in structured or complex deals involving regulatory issues or various teams from the organization.• Providing advice and training to team members and participating in customer interaction• Ensuring quality of the portfolio is healthy.• Establish a professional and merit based work culture that will attract and retain top talent.
Job specific skills	<ul style="list-style-type: none">• A seasoned business leader and business executive with a reputation for operating with the highest ethical standards.• A strategic thinker with exceptional people skills.• Knowledge of relevant legal, regulatory and statutory requirements in India.• Strong communication skills and proven experience dealing with channels, sales partners and other industry players.• A keen ear to the ground and an in depth understanding of competition
Educational Qualification	A post graduate in business management or equivalent from India or overseas.

Minimum Experience	15 years of experience with a focus on sales and business development.
Compensation	Compensation will not be a limiting factor for the right candidate.
Nature of Job	Contractual
Website	www.nainitalbank.co.in
Last Date for application	08.05.2017
Application to be submitted to	avplaw@nainitalbank.co.in