

Business Development Manager- Cards (outsource)

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Company: Abu Dhabi Islamic Bank PJSC

Location: united arab emirates

Category: other-general

Role : Business Development Manager – Covered CardsLocation : UAE (Abu Dhabi or DUBAI)Role Purpose:

Role is responsible to accomplish the acquisition targets for Covered Card through the sales force in the assigned business.

Responsible for overall performance of sales team to achieve sales, service and administrative goals. To drive and deliver exceptional retail business performance through powerful leadership of Covered Card sales teams.

Manage and expand business relationships with existing and new relationships to market product proposition through relationship sales teams.

Identify and list new companies & industry segments to expand the base of corporate segment to market product proposition.

Job responsibilities also include setting and monitoring Sales targets, providing guidance and identifying training needs.

Key Accountabilities of the role

Sales Target Achievement: Monitor the performance of distribution sales team to ensure budgeted sales targets are met, Source customers for products as per the agreed sales targets, Maintain an on-going list of customers in the pipe-line with clear products being sold, Establish and develop sales opportunities to meet the client's needs, introducing and

working in conjunction with segment specialists.

Distribution team Recruitment, Training & Team development: Build, develop & motivate high performing team committed to achieving success through each other, ensure that the team is developed to achieve their maximum potential whilst also coaching them to build their awareness of the strengths/development needs of their people.

New Company Listings/Industry Segments/Opportunities: Identify and propose for listing of new companies & industry segments for enhancing the business performance in close coordination with Credit department.

Adherence to processes: Ensure adherence of all bank's prescribed processes, standard operating procedures and central bank local requirements.

Adherence to internal Controls and Governance: Ensure all the requirements pertaining to internal controls & Governance are executed as per requirement

Self Developmental Programs: Pursue your own development to increase personal effectiveness, acknowledging strengths and areas for development

Specialist Skills / Technical Knowledge Required for this role:

Knowledge of the bank's products, services and policies required to undertake the role:

A detailed knowledge of the Retail Banking products as well as a broad understanding of products available in the Bank.

Awareness of the regulatory policies and procedures (AML / KYC Guidelines).

Understanding of ADIB service standards

Skills required undertaking the role:

Understanding of Basic Banking

Relationship management skills

Effective Communications skills

People management skills

Additional details of exceptional aspects of the demands of the role

Ability to work under pressure and stringent deadlines.

Team player

Results Required :-

Implement winning strategies to derive target results

Build robust team to procure right customer base, assignment of target based on the assigned MIQs.

Develop leadership abilities of the team to enhance their productivity, maintain positivity and deliver superior results

Implement and execute effective outlier management to ensure every person in the unit delivers their minimum MIQ.

Motivate and recognize talent, regular training for the product/KYC.

Implement Robust coaching and feedback to ensure the team delivers its targets

Increase and broaden the company portfolios. Enlist new companies to generate revenue

Identify and close process gaps to improve efficiency to ensure seamless customer experience

Adhere to internal process, controls and governance to ensure transparent working and contribute to 'Satisfactory' audit rating

Periodically review Market trends and analyze the requirements to enhance product features

Enlist in Training Programs to enhance efficiency

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