

# United Arab Emirates Jobs Expertini®

## VP & Sales Area Head - Abu Dhabi & Al Ain

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Company: First Gulf Bank PJSC

Location: al ain

Category: other-general

Full-time Division: Consumer Banking Group - UAE Company Description First Abu Dhabi Bank is an inclusive environment where each person values the experiences, perspectives, ideas and beliefs of others. We're in a unique position to learn from all our colleagues, combining international experience with deep cultural knowledge and local expertise. At FAB, you'll have the support of your team and a strong relationship with your line manager, who will trust you with responsibility and recognize your good performance. As we embrace different ways of seeing the world, listening to each other and respecting different viewpoints, we grow stronger – together.

Job Description Key Accountability To ensure that all the set targets are met / exceeds, for the respective area. Maintain active communication with the Sales Manager population to ensure resources are coordinated and optimized, aligning programs/initiatives to challenge the set target / goal and market. Maintain active communication with the Sales Manager ensuring budgeted HC are always available, staff retention and performance is one of the KPI. Must ensure that all staff training on product and Selling Skills is an ongoing activity and there has to be a periodic review carried out. To manage healthy and professional inter-department relationships. Lead an aggressive growth agenda in line with Sales targets. Participate in and execute components of strategic planning, budgeting. Demonstrated ability to work well within a team, both on location and in a virtual mode, and ability to interact with/influence all levels of management. Monitor the financial and non-financial targets assigned to the teams and take corrective action where necessary with details provided to the senior management. To initiate and monitor promotional activities and road shows. (Client meetings, trade shows Etc....) To manage Sales of

assigned Teams/Area & ensure that over all responsibilities are achieved / exceedTo increase bank's visibility in the banking / financial industryIncrease Sales and achieve assigned targets.Ensure that all team members adhere to the Standard Operating Procedures, Policies, Code of Conduct and Service Standards of the bank and initiate appropriate disciplinary action for any violations noted.Specific AccountabilityLeadership and team management skills.Positive approach towards issues and problems.Strong sales and service back ground.Quality / excellence in Internal and External customer relationship.High motivation and Pro activity.Ability to develop, maintain and strengthen the external and internal customerRelationship.Negotiation and presentation skills required.Client satisfaction indexAdherence to policies, processes, and procedures of FAB#LI-AZ1QualificationsBachelor's degree or related discipline.5 years' relevant experience in the banking sector with at least 2 years in similar positions.

#J-18808-Ljbffr

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