



**BASSEIN CATHOLIC
CO-OPERATIVE BANK LTD.**

(SCHEDULED BANK)

Bassein Catholic Cooperative Bank Ltd. is a leading Scheduled Co-operative Bank holding AD-1 License for Forex Business, having 64 Branches and with Business Mix of around Rs.12000 crores.

We believe that the ultimate identity and success of our Bank resides in the exceptional quality of our people and their extraordinary efforts. For this reason, we are committed to hiring, developing, motivating, and retaining the best people in the industry.

This 100 plus year-old Bank is looking to hire talented and ambitious individuals for the following position:

Assistant General Manager – Branch Banking & Business Development

(Heading complete Retail Banking of branches across the Bank for their GL Growth, Operations, Compliance, P&L Management, Credit & Loan Administration and Customer Service)

- Qualification:
 - Graduate with Post Graduate Degree in MBA Marketing / Finance.
- Age & Experience:
 - Upto 50 years of age
 - Minimum 20 years' experience in Banking of which atleast 7 years in a Senior Management position (i.e. Manager & above Grade).
- Skills & Knowledge:
 - Excellent sales, customer service, interpersonal, leadership and management skills.
 - Good presentation skills.
 - Detail-oriented, have the ability to prioritize tasks and delegate when required.
 - Proficient with computer, business MIS or related software.
 - Knowledge of banking products, regulatory policies and procedures.
- Key Responsibility Areas:
 - P&L Management - Determine the annual and gross-profit plans by forecasting & developing annual sales, projecting expected sales volume & profit for existing / new products, analyzing trends & results, establishing pricing strategies, recommending selling prices, monitoring costs, competition, supply, and demand.
 - Monitor the entire Retail Liability, Asset and Revenue Business including third party products.
 - Meet the sales & marketing financial objectives by forecasting requirements, scheduling expenditures, analyzing variances, and initiating corrective actions.
 - Accountable for achievement of monthly branch wise sales targets across all products and monthly reporting of Branch Performance to the Management.
 - Lead the team of Business Development Operations and Branch Managers to ensure optimum productivity.
 - Provide constructive feedback / solutions for customer / business issues, ensure all problems are identified and action steps, accountability, and monitoring of the same with target dates.
 - Derive strategies for promotion and branding of Bank's products and services.
 - Alliance with Banking networks and keep track of competitions.

General Information:

- 1- Your candidature will be shortlisted based on the information supplied by you in your application and otherwise. It will be null and void if a material error is discovered at any time or any other information received is not found to the satisfaction of the Bank.
- 2- The Bank will have discretion to reject any application without assigning any reason and no correspondence in this regard will be entertained.
- 3- Decisions of the Bank in all matters regarding eligibility, conduct of interview, other tests and selection would be final and binding on all candidates. No correspondence will be entertained by the Bank in this regard.
- 4- Appointment of selected candidate is subject to his/her being declared medically fit as per the requirement of Bank.

Interested candidates fulfilling the eligibility criteria may apply online by uploading their resume on [Career](http://www.bccb.co.in) Page on Bank's website: www.bccb.co.in by 27th January 2023.

Head – Human Resources
Bassein Catholic Co-operative Bank Ltd. (Scheduled Bank), Head Office,
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