

# Financial Sales

## AVP/VP (Financial Sales) – Team Lead



Being the financial services provider, ETHOZ Capital aims to render the exemplary service to our clients to aid them in their business expansion and development. We are looking for driven candidates to join us today!

### Basic + Allowance + Attractive Incentives System

#### Key Responsibilities:

- Ensure monthly overall sales team targets are met
- Achieve personal sales target on top of running a team target
- Lead, manage and motivate a team of Relationship Managers to ensure productivity, work quality and good team morale
- Track and review sales staff performance and provide a revenue forecast against sales target, close any gaps in performance
- Ensure due diligence is performed to ensure accuracy of all Credit Proposal submitted by RMs
- Work with internal stakeholder to ensure entire sales cycle is complete
- Equipped with latest market needs/trend to build new businesses, identify opportunities and established new prospects
- Maintain good business networking to explore opportunities that generate leads

#### Requirements:

- Diploma/Degree or it's equivalent
- Minimum 5 years of relevant experience in SME Banking/ Corporate Lending /Mortgage and Property Loans
- Minimum 3 years' experience in people management and coaching
- Self-motivated and result driven with proven track record