

MANAGER - MERCHANT ACQUIRING

Job holder is responsible for managing the merchant acquiring business and merchant sales team, primarily engaged in acquiring new profitable, early engaged merchants also maintain ongoing relationships within these merchants & existing merchants to drive card acceptance.

THE JOB

- Drives the business growth and profitability by adding new industries to the portfolio. Accountable for the profitability of the Acquiring Business.
- Achieve agreed partner usage promotional targets
- Ensure growth of new Merchant acquisitions while increasing number of partner merchants
- Organize and Implement Merchant and partner promotions, Seasonal Promotions. Driving the usage of the customers
- Provide latest technology solutions to the merchants via the payment solution partners
- Partner with key reputed merchants locally for usage driven campaigns
- Responsible in Maintaining the merchant base of the bank
- Organize effective communication plans to optimize on the campaigns and merchant portfolio management activities.
- Be in contact with the management and to coordinate with internal and external parties with related to branding and communications on the usage campaigns
- Maintain high standards of Controls on the procedures while execution of usage driven campaigns

THE PERSON

- Possess a degree or an equivalent qualifications
- Possess over 8 years of banking / financial services experience or having sales background
- Strong service orientation and commercial acumen
- Ability to handle financial analytics and customer analytics
- Strong Negotiating skills
- Communication and presentation skill

Please login to <https://www.ndbbank.com/careers> to apply on or before 27th February 2024.

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



Vice President Human Resources