



**ICB ISLAMIC BANK LTD.**

## **JOB OPPORTUNITY**

**ICB Islamic Bank Limited**, a multi-national Islamic shariah based Financial Institution majority owned by the Malaysian shareholders, invites applications from qualified sound dynamic professionals for following positions :

**POSITION : SALES OFFICER (Asset and Liability)**

**No of Vacancy : 50**

**Location :** Dhaka, Chattogram, Barisal, Sylhet, Rajshahi, Jashore Division

### **Job Context**

The incumbent will be responsible for client acquisition and relationship marketing through extensive physical visits to various corporate offices, factories, small and big businesses and individual potential clients to sell Company's financial products.

### **Job Responsibilities (Sales Officer – Assets)**

- Act as the single point of contact between the bank and customers.
- Generating new business by identifying potential customers (Corporate, SME or Retail).
- Achieve individual monthly sales targets in terms of Asset.
- Building relationship with existing and new clients by ensuring proper services.
- Explore market for new Business opportunities and report to Line Manager for potential leads that fit into Bank's Business Policy.
- Analyze and inspect the market accurately to enhance business growth.
- Making regular call and customer visit to maintain the existing customer's portfolio as well as booking new relationship.
- Maintain existing portfolio with ensuring timely renewal of the facilities.

### **Job Responsibilities (Sales Officer – Liability)**

- Act as the single point of contact between the bank and customers.
- Generating new business by identifying potential customers (individual or corporate).
- Achieve individual monthly sales targets in terms of Liability.
- Develop growth strategies and plans for procuring new businesses.
- Building relationship with existing and new clients by ensuring proper services.
- Explore market for new Business opportunities and report to Line Manager for potential leads that fit into Bank's Business Policy.
- Analyze and inspect the market accurately to enhance business growth.
- Making regular call and customer visit to maintain the existing customer's portfolio as well as booking new relationship.

### **Employment Status**

Full-time

### **Educational Requirements**

- Masters degree in any discipline

- Masters/ MBA major preferably in Finance, Management, Marketing or Economics from a reputed University with good academic record (CGPA 3.0 and above)

### **Experience Requirements**

- 2 to 3 year(s)

### **Additional Requirements**

- Age 25 to 35 years
- Ability to source new business through own initiative.
- Applicant should have Banking experience.
- Applicant must be energetic with pleasant personality.
- Smart, Team player, paired with agile mindset and can-do attitude.
- Good communication skill in Bangla and English.

If you believe that you are the right person for the above mentioned position by meeting the requirements, please submit in confidence with your updated Curriculum Vitae and recent one copy of passport size photograph **mentioning the position applied for on the subject** at: [recruitment.hrdho@gmail.com](mailto:recruitment.hrdho@gmail.com)

### **Application Deadline: June 05, 2021**

- N.B.:**
- ICBIBL is an equal opportunity employer.
  - Only short listed candidates meeting the required criteria will be called for interview;
  - Any kind of persuasion will lead to immediate disqualification;
  - ICBIBL reserves the right to accept any or reject all applications without assigning any reason whatsoever.