

RECRUITMENT OF HEAD-MERCHANT ACQUIRING BUSINESS ON CONTRACT BASIS FOR DIGITAL DEPARTMENT

NOTIFICATION

This has reference to the advertisement dated 09.09.2022 in leading newspaper and detailed advertisement on the Bank's website *inter-alia* inviting applications for various contractual positions in Digital Department.

For the position of Head-Merchant Acquiring Business, it has been decided to modify the eligibility criteria as under:-

| S. No. | Designation | Revised eligibility criteria | | |
|--------|----------------------------------|---|--------------------------|---|
| | | Education - Mandatory | Age in years (Min & Max) | Work Experience |
| 1 | Head-Merchant Acquiring Business | Graduate in any discipline Preferred:- Post-Graduation in Management | Min: 30 Max:50 | Minimum 10 years of experience in sales of POS and VAS (Value added services) with a reputed bank or merchant acquirer. |

All other eligibility criteria as prescribed in the detailed advertisement dated 09.09.2022 will remain the same. The relevant details for the said positions is appended below for ready reference.

In view of the above modification in eligibility criteria, it has been decided to re-open the application window for the position of Head-Merchant Acquiring Business from **14.02.2023 up to 23:59 hours on 20.02.2023**.

Bank invites applications from qualified and experienced professionals for the aforesaid position. Candidates who have applied earlier for the said position, need not apply again.

Decision of the Bank in all matters pertaining to selection process shall be final and binding.

Place: Mumbai
Date: 13.02.2023

General Manager (HRM)

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| Position | Head-Merchant Acquiring Business |
| Age | Min:-30 Years to Max:-50 |
| Educational Qualification | Graduate in any discipline Preferred:- Post-Graduation in Management |
| Minimum Experience | Minimum 10 years of experience in sales of POS and VAS (Value added services) with a reputed bank or merchant acquirer. |
| Roles & Responsibilities (indicative & not limiting) | <ul style="list-style-type: none"> • Penetration on the existing portfolio and creating new acquisition opportunity as well as cross sell on existing base. • Acquisition of NTB merchants by engaging with various channels. • Cross sell of Value Added Services on the existing portfolio. • Activation of merchants and ensuring a healthy transaction activation percentage. • Penetration in empanelment relationships acquired from a cross sell perspective. • Meeting monthly targets assigned across parameters • Leading the team in acquiring new merchant acquisition. • Focus on relationship management, deepening and cross sell strategy to improve customer satisfaction. • Have deep understanding of product and regulatory norms to drive team for business within compliance. • Create new acquiring opportunities, ensuring business pipeline and identify potential opportunities in the market. • Strategic initiatives for capturing maximum market share and penetration to increase business volume. • Responsible for delivering best in class merchant onboarding experience. • Create, develop and implement a business plan to grow the business. • Maintain merchant's relationships to ensure continual growth and sales targets. <p>Agreement with Subsidiary/ Service provider/ Aggregator/ Switch vendor and their performance review</p> |
| Job Specific Skills | Team leader for merchant acquiring - POS/EDC terminals/Bharat QR/ UPI QR, IPG in the local market and develop cross sell strategy. |
| Eligibility Criteria to be met as on | 01.08.2022 |
| All other terms and conditions as per the earlier advertisement dated 09.09.2022 remains unchanged. | |