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Yes Bank Careers Jobs – Freshers Jobs – Account Executive Bank Jobs

Hiring organization

Yes Bank

Date posted

April 3, 2024

Valid through

31.08.2024

APPLY NOW

Job Location

Bellandur, 560103, Bangalore, Karnataka, India

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Base Salary

USD 22 - USD 32

Qualifications

Graduate

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Employment Type

Full-time

Description

Yes Bank Recruitment 2024

Do you thrive in a dynamic environment and enjoy building strong relationships? Are you passionate about helping businesses achieve their goals?

Yes Bank offers a rewarding career opportunity for a motivated and results-oriented Account Executive to join our growing team. This remote position allows you to work from anywhere in India, fostering a healthy work-life balance while contributing to the success of a leading financial institution.

Why Join Yes Bank?

Yes Bank is a progressive and forward-thinking bank committed to empowering its customers and communities. As an Account Executive, you'll play a vital role in driving our business forward by developing and maintaining strong client relationships. You'll have the opportunity to:

- **Make a real impact:** Your expertise will directly contribute to the financial success of our clients.
- **Learn and grow:** We offer a comprehensive training program and continuous learning opportunities to help you excel in your career.
- **Be part of a supportive team:** You'll collaborate with a team of experienced professionals who are dedicated to your success.
- **Enjoy a competitive benefits package:** We offer a comprehensive benefits package that includes health insurance, paid time off, and retirement savings plans.

Job Summary

We are searching for a highly motivated and results-oriented Account Executive to join our team. In this remote role, you'll be responsible for prospecting for new clients, developing and maintaining relationships, and exceeding sales targets. You'll work closely with internal teams to ensure a seamless client experience and contribute to the overall growth of the bank.

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Yes Bank Jobs Near Me

Key Responsibilities:

- Develop and execute a strategic sales plan to achieve assigned targets for new client acquisition and revenue generation.
- Conduct thorough research to identify and qualify potential clients with a strong understanding of their financial needs and objectives.
- Build strong, long-term relationships with assigned clients by providing exceptional customer service and ongoing support.
- Deliver compelling presentations and proposals that effectively communicate the value proposition of Yes Bank's products and services.
- Conduct effective negotiations, close deals, and manage the sales cycle from initial contact to final closure.
- Maintain accurate records of client interactions, sales activities, and performance metrics.
- Work collaboratively with internal teams such as product development, marketing, and customer service to ensure a seamless client experience.
- Stay up-to-date on industry trends, competitor offerings, and Yes Bank's product portfolio.

Required Skills and Qualifications:

- Bachelor's degree in Business Administration, Finance, Marketing, or a related field (or equivalent experience).
- Minimum of 1-2 years of experience in a B2B sales role (freshers will also be considered for exceptional candidates).
- Proven track record of exceeding sales targets and achieving business objectives.
- Excellent communication, presentation, and interpersonal skills.
- Strong analytical and problem-solving abilities.
- Ability to work independently and manage time effectively.
- Proficiency in MS Office Suite and CRM software.

Experience:

This role is open to both experienced professionals and enthusiastic freshers. We value your drive, passion, and willingness to learn. If you possess the necessary skills and qualifications, we encourage you to apply, regardless of your experience level.

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Why Join Yes Bank?

At Yes Bank, we believe in fostering a positive and collaborative work environment. We offer a competitive compensation package, opportunities for professional development, and a chance to be part of a team that is making a real difference.

Here are some of the benefits you can enjoy as a Yes Bank employee:

- Competitive salary and benefits package
- Comprehensive health insurance plan
- Paid time off, including vacation, sick leave, and personal days
- Retirement savings plan with employer matching contributions
- Opportunities for professional development and training
- Flexible work arrangements, including remote work options
- Positive and supportive work environment
- Chance to be part of a growing and innovative organization

Application Process:

To apply for this position, please submit your resume and cover letter online. In your cover letter, please tell us why you are interested in this role and what you can bring to Yes Bank.

Motivate to Join

This is an exciting opportunity to build a rewarding career with a leading financial institution. If you are a highly motivated and results-oriented individual with a passion for sales and building relationships, we encourage you to apply!

General Overview

Yes Bank is looking for a talented and motivated Account Executive to join our team. This remote position offers a unique opportunity to work from anywhere in India while contributing to the success of a leading bank. You'll play a vital role in developing and maintaining strong client relationships, exceeding sales targets, and helping our clients achieve their financial goals.

We offer a competitive compensation package, comprehensive benefits, and a chance to be part of a supportive and collaborative work environment.

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