



**Relationship Manager – Business Banking**

**Location of Posting** : All India.

**Required Qualification** : MBA/CA.

**Required Skills & Experience:** Preferably 2-5 years in Banking industry.

**Roles and Responsibilities:**

<b>EXPECTED END RESULTS</b>	<b>MAJOR ACTIVITIES</b>
1. Reach the Targets set for Business and Contribution	▪ Sourcing, converting leads to Business, negotiation and Monitoring growth.
2. Maintaining Healthy portfolio	▪ Monitoring, periodical reviews/renewals of existing limits, Unit visits, discuss with clients for suggesting corrective measures etc., for mutual benefit.
3. Cross selling	▪ Provide leads, suggest suitable products to BB clients to improve contribution and client base.
4. Reduction of NPA's	▪ Monitoring, compromise through negotiations (or) resort to legal recourse.
5. Reach PSA Goals	▪ Identify specific segments/activities to finance which qualify for PSA.

**To apply to the above position, please return to the 'Careers' page, and send us your detailed resume. Thank you.**