

**Relationship Manager – Business Banking**

**Location of Posting** : Surat

**Required Qualification** : MBA/CA...

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

**Roles and Responsibilities:**

EXPECTED END RESULTS	MAJOR ACTIVITIES
1. Reach the Targets set for Business and Contribution	<ul style="list-style-type: none"> <li>▪ Sourcing, converting leads to Business, negotiation and Monitoring growth.</li> </ul>
2. Maintaining Healthy portfolio	<ul style="list-style-type: none"> <li>▪ Monitoring, periodical reviews/renewals of existing limits, Unit visits, discuss with clients for suggesting corrective measures etc., for mutual benefit.</li> </ul>
3. Cross selling	<ul style="list-style-type: none"> <li>▪ Provide leads, suggest suitable products to BB clients to improve contribution and client base.</li> </ul>
4. Reduction of NPA's	<ul style="list-style-type: none"> <li>▪ Monitoring, compromise through negotiations (or) resort to legal recourse.</li> </ul>
5. Reach PSA Goals	<ul style="list-style-type: none"> <li>▪ Identify specific segments/activities to finance which qualify for PSA.</li> </ul>

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