

**"Relationship Manager-Business Banking"**

**Group** : Retail Banking

**Location of Posting** : Bangalore

**Required Qualification:** Graduate in Commerce with CAIIB .

**Required Skills & Experience:** 4- 5 years at the branch level -front end

**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.**