

"Relationship Manager-Business Banking"

Group : Retail Banking

Location of Posting : Mumbai

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