

## **ELIGIBILITY CRITERIA, CANDIDATE INSTRUCTIONS FOR CBG – RM- SALES POSITION**



The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of **Relationship Manager – Sales – Commercial Banking Group (Job ID - 300)** from the qualified candidates.

<b>Last Date of Online Registration</b>	<b>10.10.2022</b>
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### **Eligibility Criteria:**

- Any Graduates or Post Graduate under regular stream with Minimum 60% of marks and above from a college affiliated to a recognized University are only eligible to apply.
- Need Relevant experience of minimum 3 years in Commercial Banking group in any Banks / NBFC.
- Besides English, Candidates should be conversant in Local language as per the posting location.

### **Selection Process:**

***Registration -> Online Aptitude Test -> Personal Interview -> Offer -> Background Checks & Medicals -> Onboarding -> Training -> Posting.***

### **Detailed Process Flow:**

- Online Registration by Eligible Candidates as per the above mentioned criteria.
- Pre - Screened Candidates will be invited for Online Personality Assessment Test.
- Post to the Online Personality Assessment Test completion, Candidates shall be called for Personal Interview with further details like (Mode, Date and Venue for Interview)
- Depending upon the number of vacancies, the Bank reserves the right to call for Personal Interview.
- All the communications (Pre – Screening, Test links & User Credentials, Interview Invite) will be informed to the candidates through **registered e-mail only**.

### **How to apply:**

- Candidates are required to apply online through website [www.kvb.co.in](http://www.kvb.co.in) (careers page) and apply for the post of **Relationship Manager – Sales – Commercial Banking Group (Job ID - 300)**. No other means/ mode of application will be accepted.
- Candidates should ensure to update their active personal email ID and mobile number only throughout the entire selection process.

### **Compensation:**

Fixed pay - Depending upon current salary and Retrials, insurance etc. as per Standards + Variable Pay as per policy.

### **Roles & Responsibilities for Relationship Manager – Sales – Commercial Banking Group:**

- Acquisition of New Customers.
- Generating leads and meeting potential clients and conversion into business
- Compliance to the KYC / Customer validation / Due Diligence / Market enquiry and collect information / data
- Submit the credit proposals through Loan Operating System (LOS) of the Bank.
- Follow up for sanction with regular interaction with other stakeholders of the Bank.
- Shall arrange to execute the documents, MOD, ROC filing, CERSAI and compliance of all post sanction activities on an on-going basis for the accounts brought in.

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- Attend to Inspection and Audit Remarks / Stock Audit / Inspection and other Audits and its compliance thereof and Statutory Requirements.
- Monitor and verify the day to day requirements of clients and ensure healthy portfolio.
- Identifying Early Warning Signals in the account and initiate suitable steps including escalation and timely measures.
- Ensure overall achievement of individual targets and business targets.
- Shall exhibit good contacts with Business team, compliance, Legal and audit team in order to have wholesome analysis of the proposal.
- Shall have the ability to articulate his own point of view of the proposal in line with policies and extant guidelines.

**Posting Locations:** Chennai / Madurai / Coimbatore / Tirupathi / Vizag / Ongle/ Guntur / Vijayawada / Mumbai / Ahmadabad.