

The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of **Business Development Executive (CASA) – Liabilities Sales Channel (Job ID - 332)** from the qualified candidates.

Last Date of Online Registration	28.02.2023
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Eligibility Criteria:

- a. Any Graduate / Post Graduate having passion on sales.
- b. Age should be not more than 28 years.
- c. Fresher or experienced require min of 1-3 years in NTB Business Acquisition of CASA, TD/ THIRD PARTY PRODUCTS and Cross selling of Asset Products.
- d. Excellent communication skills in English and Regional Language will be an added advantage.
- e. He or she may need to travel extensively and should be ready to mobile.

Selection Process:

Registration -> Personal Interview -> Offer -> Background Checks & Medicals -> Onboarding -> Posting.

Detailed Process Flow:

- a. Online Registration by Eligible Candidates as per the above mentioned criteria.
- b. Pre - Screened Candidates will be invited for personal interview with further details like (Mode, Date and Venue for Interview).
- c. Depending upon the number of vacancies, the Bank reserves the right to call for Personal Interview.
- d. Interview Invite will be informed to the candidates through **registered e-mail only**.

How to apply:

- a. Candidates are required to apply online through website www.kvb.co.in (careers page) and apply for the post of **Business Development Executive (CASA) – Liabilities Sales Channel (Job ID - 332)**. **No other means / mode of application will be accepted.**
- b. 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 BDE:

- a. Acquire and manage all kinds of core liability products
- b. Follow Sales funnel concept and generate as many leads as possible every day by visiting Newly developed Retail and Wholesale Markets , Housing Societies , Household Colonies , SEZs etc., towards delivery of highest productivity delivery
- c. Identify Normal , Medium and Top Liability Clients , Ultra HNIs , HNIs etc., through market intelligence towards acquisition and on-boarding
- d. Responsible for growing of book through deepening of existing self-acquired clients and increase CA , SA , TD , RD , X Sell of Assets and X Sell of TPP for Income generation
- e. Responsible for achievement of allotted targets as per KRA

Posting Locations: Across South.