

**The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of Relationship Manager – DSA Channel – CBG (Job ID - 305) from the qualified candidates.**

<b>Last Date of Online Registration</b>	<b>15.10.2022</b>
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**Eligibility Criteria:**

- Any Graduates or Post Graduate under regular stream from a college affiliated to a recognized University are only eligible to apply.
- Need Minimum 3 Years of Relevant experience in Banking / NBFC.
- Besides English, Candidates should be conversant in Local language as per the posting location.

**Selection Process:**

***Registration -> Online Test -> Personal Interview -> Offer -> Background Checks & Medicals -> Onboarding -> 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 – DSA Channel – CBG**. 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 – DSA Channel – CBG:**

- On- Boarding new DSA's.
- Source new clients through generating leads by DSA Channels.
- Manage Commercial Business and achieve the given target in terms of Business Volume, Interest / Non interest Income, Cross sell products...etc.
- Frontend Credit Terms Negotiations.

5. Oversee due diligence and personally supervise all allotted accounts for 2 years from on boarding client.
6. Manage different products as per the customer's requirement and maintaining high customer service standard and service delivery.
7. Putting up proposal, generating sanction letter, coordinating and completing legal and valuation with bank vendors, preparation of loan documents and disbursement after complying with all terms and conditions.
8. Post sanction monitoring, obtaining of stock/debtors statement, periodic unit visits.
9. Focus on deeper market penetration in the given geography and deepening as well as maintaining relations with key accounts and customers.

**Posting Locations:** Chennai.