The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of Relationship Manager – Savings Account or Priority Channel (Job ID - 339) from the qualified candidates.

Last Date of Online Registration	31.05.2023

Eligibility Criteria:

a. Any Graduate / Post Graduate having passion on Sales.
b. Age should be not more than 35 years.
c. Any sales executives with experience of 3+ years in NTB Business Acquisition of NR Privy or Priority of CA, SA, RD, TD, LI, GI, MF, Investments, Asset X Sell etc. can apply for the position.
d. Full understanding of local markets and product knowledge in NR & Privy or Priority of CASA, LI, GI, MF, Investments, Asset X Sell Business is mandatory.
e. Excellent Communication Skills in English and Regional Language will be an added advantage.
f. 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 **Relationship Manager – Savings Account Channel (Job ID - 339). 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 RM- NR & Privy or Priority Channel:

a. Acquire and manage all kinds of core liability clients and products of NR & Privy or Priority SA , CA , TD , RD , LI , GI and Asset X sell in allotted area
b. Identify Top Market Leading NR & Privy or Priority Liability Clients , Ultra HNIs , HNIs etc. towards acquisition and on-boarding at local branches at various geographies in the State or Territory
c. Accompany for joint calls with NR & Privy or Priority TM , SH and Branch Banking officials as per business requirements towards easing closure of deals
d. Run Sales Campaigns and Events in NR & Privy or Priority catchments , Conduct Road Shows , Sales Marathons for brand building in the market
e. Should be strong in Business lobbying, relationship, and rapport building with immigration consultants , Educational Consultants , Abroad travel agents , FCY Exchange agencies , Software companies etc.,
f. Responsible for growing of NR & Privy or Priority book through Deepening of existing clients and increase CA , SA , TD , RD , X Sell of Assets , X Sell of TPP for Income generation
g. Implement and grow leads of NR & Privy or Priority through Funnel concept and filter good leads and weed-out scrap leads towards spending quality time on valid leads
h. Ensure 100% LMS exams completion by every team member under supervision including all levels
i. Ensure providing time to time trainings on products to sharpen sales team's skills and knowledge
j. Ensure completion of all compulsory exams like IRDA, NCFM required modules, AMFI etc. for full teams under supervision.

Posting Locations: Across South.