

The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of Relationship Manager – Government Business Acquisition (Job ID - 636) from the qualified candidates.

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| Last Date of Online Registration | 06.09.2024 |
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Eligibility Criteria:

- Develop and implement sales strategies to achieve regional targets for current account acquisition and trade forex services Lead, coach, and motivate a team of sales executives to drive performance and meet sales objectives.
- Identify and prioritize target markets, industries, and customer segments for business development initiatives.
- Establish and maintain relationships with key stakeholders including corporate clients, SMEs, and high net-worth individuals Collaborate with internal teams to develop customized solutions and services to address customer needs.
- Monitor market trends, competitor activities, and customer feedback to identify opportunities for growth and improvement Prepare and present regular reports and updates to senior management on sales performance, market trends, and strategic initiatives.

Selection Process:

Registration -> 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 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.
- 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 (careers page) and apply for the post of Relationship Manager – Government Business Acquisition (Job ID - 636). **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 RM-Government Business Channel:

Role & responsibilities

Acquire Key Institutional clients from the market with help of Respective State Head / Head Institutional Business and with help of respective Branch Head from their assigned catchments
Develop and nurture trust relationships with a portfolio of major clients
Acquire a thorough understanding of GB customer needs and requirements
Exhibits proper understanding of institutional sales with thrust on GB products with CMS and digital solutions
Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
Ensure the correct products and services are delivered to customers in a timely and compliant manner
Serve as the link of communication between key customers and internal teams
Resolve any issues and problems faced by customers and deal with complaints to maintain trust
Play an integral part in generating new sales that will turn into long-lasting relationships
Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics.

Preferred candidate profile

Any Degree/ Post Graduate is Mandatory
If AMFI certified will be added advantage

Posting Locations: Chennai, Trichy, Salem, Karur, Coimbatore, Bangalore, Ernakulam, Gurgaon, Delhi, Mumbai, Ahmedabad, Kolkata, Vijayawada, Vizag, Tirupati & Hyderabad.