

The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of **Relationship Officer – Business Correspondence Channel (Job ID - 342)** from the qualified candidates.

Last Date of Online Registration	31.05.2023
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Eligibility Criteria:

- Any Graduate / Post Graduate having passion on sales.
- Age should be not more than 35 years for RO.
- Candidate with experience of 3+ years in NTB Business Acquisition of CASA, TD/ THIRD PARTY PRODUCTS and Cross selling of Asset Products.
- Excellent communication skills in English and Regional Language will be an added advantage.
- 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:

- 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 Officer – Business Correspondence Channel (Job ID – 342)**. **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 RO:

- Acquire all kinds of core liability products
- 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
- Handle and manage BC Points for acquisition of SA, CA, TD, RD, LI, GI and Asset X sell through BC points in Cluster / Territory / Area.
- Ensure activation of every BC point in the allotted Cluster / Area
- Ensure conducting of weekly campaigns, marathons, product wise sales drives
- Responsible for achievement of allotted targets of TMs and two downs as per KRAs assigned
- Ensure 100% LMS exams completion by every team member under supervision including all levels
- Ensure providing time to time trainings on products to sharpen sales team's skills and knowledge
- Ensure completion of all compulsory exams like IRDA, NCFM required modules, AMFI etc. of all levels of teams under supervision.

Posting Locations: Across South.