

The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of **Business Development Manager & Executive (CASA) – Liabilities Sales Across Karnataka (Job ID – 624)** from the qualified candidates.

Last Date of Online Registration
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01.03.2024
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**Eligibility Criteria:**

- Any Graduate / Post Graduate having passion on sales.
- Age should be not more than 30 years.
- Freshers or any sales executive 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](http://www.kvb.co.in) (careers page) and apply for the post of **Business Development Manager & Executive (CASA) – Liabilities Sales Across Karnataka (Job ID – 624)**  
**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 BDM/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 Karnataka.