

The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of **Relationship Manager – Inst. Business Channel (Job ID - 629)** from the qualified candidates.

Last Date of Online Registration	30.04.2024
----------------------------------	------------

Roles & Responsibilities:

- a. 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
- b. Develop and nurture trust relationships with a portfolio of major clients
- c. Acquire a thorough understanding of TASC customer needs and requirements
- d. Exhibits proper understanding of institutional sales with thrust on TASC products with CMS and digital solutions
- e. Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- f. Ensure the correct products and services are delivered to customers in a timely and compliant manner
- g. Serve as the link of communication between key customers and internal teams
- h. Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- i. Play an integral part in generating new sales that will turn into long-lasting relationships
- j. Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics
- k. Ensure sourcing TPP opportunities by pitching GI products and Forex products

Selection Process:

Registration -> Personal Interview -> Offer -> Background Checks & Medicals -> Onboarding -> Posting.

Detailed Process Flow:

- l. Online Registration by Eligible Candidates as per the above mentioned criteria.
- m. Pre - Screened Candidates will be invited for personal interview with further details like (Mode, Date and Venue for Interview).
- n. Depending upon the number of vacancies, the Bank reserves the right to call for Personal Interview.
- o. 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 – Inst. Business Channel (Job ID - 629)**. **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.

Posting Locations: Across Tamilnadu, Kerala, Karnataka, Andhrapradesh & Telangana.