

Mid-Market - Relationship Manager

Job Posted by Kalpana Jha | January 21, 2023

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Hi,

Request to check the JD & give us your email confirmation for further interview process.

Any query feel free to call Ms. Kalpana - 7819809825

Client : - Kotak Mahindra Bank

Position: - Mid-Market - Relationship Manager

Location: - Delhi/Mumbai/Gujarat/Bangalore/Chennai/Hyderabad

Job Description:

Position / Job Title (Proposed)	Mid Market - Relationship Manager
Designation	
Function	Corporate Banking-Sales
Segment	Wholesale Bank
Division	Wholesale Bank
Grade	M4/M5/M6
Reporting To	Senior Relationship Manager- Mid Markets
Location	Delhi/Mumbai/Gujarat/Bangalore/Chennai/Hyderabad

About the Company/Business

Mid-Market business unit is part of Wholesale Banking. It provides tailored financial solutions to companies in the turnover range of Rs 500 to Rs 1500 crs.

2) Specification What are the areas (in quantitative terms) the job has an impact on?

RM in Mid-Market business will be given a small portfolio of existing clients to handle. Majority emphasis is on New Client Acquisition and thus growing the portfolio at a fast pace. RM is also expected to sell Trade, Forex, CMS solutions to clients and cross sell Salary Accounts, Privy and Wealth Banking solutions.

Key Deliverables

Acquisition of NTB clients - Asset & Liability Manage existing portfolio, and grow SOH and CASA book Generate Fee Income & be responsible for account profitability and ensuring minimal delinquency Revenue delivery across products, ensure compliance to bank's audits, statutory and regulatory requirements, Develop Relationships and liaise with product and operations teams to provide customers experience of high standards.

Relationships

External clients Internal clients- BIU, Product, RMs, Leadership Team

Qualification and Experience

CA/MBA in finance/Marketing 3-6 Years of relevant banking experience

Job Skills

RM role in Mid Markets team is an acquisition intensive role. Focus is on New Client Acquisition, in addition to managing existing portfolio of clients. RM needs to be informed of key trends in identified markets and needs to leverage that knowledge when engaging with customers. Anticipate client needs and deliver quick, efficient solutions to ensure clients are happy Must have knowledge of various corporate banking products like Forex, Trade, CMSetc Superior Relationship management skills Analytical and financial skills Strong communication(Written and Oral) skills, Eye For detail

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