

# Mid-Market - Senior Relationship Manager

Job Posted by Kalpana Jha | January 19, 2023

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[Any query feel free to call Ms. Kalpana - 7819809825](#)

Client : - Kotak Mahindra Bank

Position: - Mid-Market - Senior Relationship Manager

Location: - Mumbai

## Job Description:

Position / Job Title (Proposed)	Mid-Market - Senior Relationship Manager
Function	Corporate Banking-Sales
Segment	Wholesale Bank
Division	Wholesale Bank
Grade	M7/M8
Reporting To	Regional Manager - Mid Markets
Location	West (based in Mumbai)/South

## 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?

SRM is responsible for managing a team of RMs. Emphasis is on Acquiring new clients and driving the team to achieve their budgets - across asset, liability and cross sell targets. Keeping the team highly motivated and leading from the front are key attributes that the SRM must possess.

## Key Deliverables

Manage a team of RMs to deliver on business targets. Acquisition of NTB clients by closing deals sourced by RMs. Manage promoter relationships to ensure higher share of business in existing portfolio and keeping the team highly motivated to deliver superior results. Revenue delivery for the team, across products & ensuring 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. To drive key bank initiatives collectively with peers and product teams.

## Relationships

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

## Qualification and Experience

CA/MBA in finance/Marketing Minimum 10-12 Years of relevant banking experience

## Job Skills

Strong leadership and interpersonal skills along with demonstrated ability to lead and motivate team members. Staying abreast of key market trends and leveraging that knowledge when engaging with customers and closing deals brought by RMs. Must have knowledge of various corporate banking products like DCM, Forex, Trade, CMS. Ability to Influence/relationship Management Skills. Strong communication (Written and Oral), Eye For detail. Franchise building through active client coverage and participating in various Industry events to enhance KMBL's presence and brand positioning.

For Management 2000 Placements & Recruitments Pvt., Ltd.,

Kalpana Jha

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