

Portfolio Relationship Manager- SME WBG -Grade SM/Chief Mngr with one of leading Bank

Job Posted by | September 27, 2021

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Job Description

Position / Job Title (Proposed)	SME - Portfolio Relationship Manager
Designation	Senior Manager/Chief Manager
Function	Corporate Banking-Sales
Segment	Wholesale Bank
Division	Wholesale Bank
Grade	M4/M5
Reporting To	Area Business Manager
Location	Mumbai

About the Company/Business

SME, part of Wholesale Banking Group, deals in corporates with turnover between fifty to five hundred crores. These new corporates have unique and challenging banking needs

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

PRM will manage existing book. PRM will be doing limit enhancement, renewals and refer new to bank accounts. PRM will own the relationship and be a SPOC for all client needs. PRM will cross sell Trade, Forex and CMS solutions

Key Deliverables

New To Bank Accounts

Growing the current book size

Cross Sell

Portfolio Profitability and Hygiene

Relationships

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

Qualification and Experience

Preferably MBA or CA Minimum Experience - 6 years

Job Skills

Stays abreast of the key trends in identified markets and leverages that knowledge when engaging with customers Anticipates and analyses client needs and expectations Understands the importance of KOTAK ethics when dealing Understands the importance of and the principles of credit appraisal/risk at Kotak. Understand company financials

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