Relationship Manager-Insignia Preferred Banking role with RBL Bank for Cochin Location

Job Posted by Seema Kakra | August 21, 2023 Click here to apply

HI,

Request to check below JD & give us your email confirmation for interview process.
If any Query feel free to call Seema on 7878551502

Company :- RBL Bank

Position :- Relationship Manager-Insignia Preferred Banking

Location:- Cochin

Job Description

Job Description for Relationship Manager-Insignia Preferred Banking

Position Purpose:	To generate revenue, from sourcing new to bank relationships from identified verticals and by cross selling of Wealth and business banking products to individuals and business owners

Responsibilities:	1. Increasing the Liability book and Investment AUM portfolio size through, deepening and new acquisition. 2. Revenue generation through cross sell of business banking andwealth products like Trade Forex, Insurance, Investments, Retail Assets etc. 3. Ensure quality of sourcing by acquiring Potential Insignia Clients. 4. Acquiring and managing both business, individual (resident and NRI) clients.5. Increase product penetration and exit barriers, by cross- selling more number of products per client. 6. Performing Portfolio allocations, reviews & financial check-ups for each client at defined frequency.7. Collaboration with product specialists to ensure engagement of clients with superior and tailored wealth management and business banking solutions.8. Work in close coordination with Client Experience Manager’s to deliver superior service to clients.9. Ensuring adherence to Compliance processes and guidelines. 10. Reduce rejection rates and improve quality of documentation.11. Ensuring 360° client engagement – “Total Client Ownership”.

Qualification: Graduate Work Experience: 5+ years Any other Experience required: Relevant Business Banking / Wealth Management Experience in Banks, NBFC, brokerage House.Relevant experience as below:Senior Relationship Manager – 6+ years Relationship Manager – 3 – 6 years	

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

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