

# Relationship Officer role with One of the Leading Bank for Vishakapatnam, Vizianagaram, Kakinada, Bhimavaram, Rajahmundry, Nandyal, Antapur, Madnapalle, Poddatur, Cuddapah, Chirala, Guntur, Tirupati, Vijayawad- Location

Job Posted by Seema Kakra | June 19, 2024

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Hi,

Request to check below JD & give us your email confirmation for further interview process.  
Any query feel free to call Seema on 07878551502

Client :- Kotak Mahindra Bank

Role :- Relationship Officer

Posting :- Vishakapatnam, Vizianagaram, Kakinada, Bhimavaram, Rajahmundry, Nandyal, Antapur, Madnapalle, Poddatur, Cuddapah, Chirala, Guntur, Tirupati, Vijayawad

<u>Relationship Officer</u>
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## JOB ROLE:

- Handle customer service requirements like account opening, DMAT account opening, grievances, liability product selling, liability on product features, Cheque book insurance.
- Speed and efficiency of service given
- Sales targets for banks and investment products.

- Going beyond the professional need of the customer by providing other products. Enhancement of customer value
- Cross-sale of asset products
- Back-up to relationship managers holding HNI relationship
- Customer acquisition through referrals

**JOB REQUIREMENT:**

- Equal blend of service and sales orientation. In absence of equality, prefer sales orientation as a skew
- Thorough understanding of banking
- Customer Retention
- Cost Efficiency Through Process

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

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