

# Relationship Officer - Sales—(RO CASA) role with RBL Bank for Cochin Location

Job Posted by Seema Kakra | August 21, 2023

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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 Officer - Sales—(RO CASA)

Location:- Cochin

## Job Description

Job Description of Relationship Officer – Sales

Reports to Sr. RMPA / Branch Manager

Key Job Responsibilities of Officer Sales

1) Key Deliverables :

a. Meet the no. of accounts, productivity and CASA targets

b. Achieve FD nos. and value target

c. Ensure at least one FD in every NCA account within 60 days of account opening

d. Understand customer needs and ensure no mis-selling

e. Zero Rejections

f. Meet the Fee Income target of his catchment

g. Adherence to policies and guidelines such as KYC & AML

## 2) Key Tasks

a. Catchment Mapping - Identify and map key areas which meet Ratnakar Bank profile customers

b. Conduct activities and lead generation camps for fulfillment by self.

c. Lead fulfillment for branch leads ( branches where JO and SE are present, the leads will be fulfilled by JO only)

d. Maintain relationship with all new clients for further enhancement in value

## 3) Key Daily Activities

a. Update DSR on a daily basis

b. Conduct activities as per plan with BSM/BM

c. Keep oneself updated with regards to changes in product features,

fixed deposit rates etc.

d. Monitor and report on the activities of competitors and potential collaborators and to identify business opportunities and threats

Education:

Graduation must

Competency:

- Detailed Orientation

- Problem Solving

- Communication Skills

- Customer Service

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

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