

RM-(Wholesale Banking) role with One of the Leading Bank for Ahmedabad Location, Grade-SVP

Job Posted by Seema Kakra | July 30, 2024

[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 :- One of the Leading Bank

Position :- RM-(Wholesale Banking)

Location:- Ahmedabad

Grade-SVP

JOB Description

SECTION I: ROLE SUMMARY

The role holder is responsible for acquiring and providing support to the clients by offering them entire suite of bank products.

SECTION II: KEY RESPONSIBILITIES/ ACCOUNTABILITIES

Core Responsibilities	<p>Revenue Generation ■ Achieve Banks objective in terms of earnings, assets, liabilities, credit quality etc. as per agreed budgets / targets from client relationship across all product groups Relationship Management ■ Seek and acquire new client relationships by understanding the customers financial needs and provide suitable solutions in terms of providing bank products and services ■ Manage the client relationships by handling activities ranging from identifying clients financial needs, advising, structuring the deal, preparing the terms and conditions and closing the deal ■ Assess banking needs and risks for clients and manage client relationships accordingly to optimize risk-reward for the Bank Communication/PR of Bank's products ■ Undertakes brand communication initiatives for designated products ■ Communicates product positioning messaging that differentiates YES Bank's products in the market Market Research ■ Illustrates understanding of consumers, competition and current market conditions through primary and secondary research Credit Appraisal ■ Appraisal of the proposals involving detailed analysis of Income Statement, Balance Sheet, Financial Ratios, Cash Flows, Management Risk, Industry Risk, Economic conditions Documentation and Compliance ■ To maintain high quality standards of documentation, client communication, process compliance, ongoing</p>
People Management Responsibilities	<p>Defines performance goals at the start of the year in discussion with the reporting manager and ensures that the goals are monitored and achieved during the course of the year. ■ Takes ownership of his/her own learning agenda by identifying development needs in consultation with the reporting manager and working towards bridging the gaps through various means which go beyond just training. ■ Understands the competencies relevant to his/her role, and works towards displaying as well as developing these effectively. ■ Keeps abreast of relevant professional/industry developments, new techniques and current issues through continued education and professional networks.</p>
Risk and Internal Control Responsibilities	<p>Follows risk policy and processes to mitigate the operational, regulatory, financial, informational, reputational and audit risks as instructed by departmental manager. ■ Executes the established internal control systems and compiles the relevant information for departmental audits, as necessary.</p>

[Click here to apply](#)