

RO Corporate Salary role with One of the Leading Bank for Chennai Location

Job Posted by Seema Kakra | June 21, 2024

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Company :- RBL Bank

Position :- RO Corporate Salary

Location:- Chennai

Job Description

A. Position Purpose

Acquisition of NTB companies, onboarding salary accounts and cross sell. Developing markets for salary product and planning activities to generate new leads. Cultivate new ideas based on customer needs to promote and close salary account product.

Position Responsibilities

Sr.	Key Responsibilities
1.	Acquiring new codes/companies for salary accounts. (Lead generation, Personal visits, Monitoring leads, Follow ups, Sharing proposals and Closure.) Track the quality of corporate and accounts sourced.
2	Coordinating with branches and other functions within the bank to generate more corporate salary prospects and closure of all qualified leads.
3.	Sourcing salary accounts of employees from NTB Codes and existing companies, ensuring required RO productivity and revenue from cross sell is met.

3.	Tracking account activation and Onboarding companies for salary upload. Maintain minimum 90% M2 salary credit.
4	Organizing service camps in corporates and cross sell other products.
4.	Channel Migration, Product Bundling, Activation of Branches on COCO, Tracking branch-wise leads and monitors the progress of all the branch and self leads.
5.	Cross Sell of TPP, Asset products as per defined SOP.
6.	Ensuring segment level sourcing and tracking the corporates for quality and profitability.

B. Qualifications and Experience Requirement

Qualifications	
Essential	Graduate/ MBA Preferred with relevant experience
Experience	
Essential	Minimum 5- 7 years out of which 2-3 years in Corporate Sales, Acquisition, and Team Management. Having knowledge of salary market, well versed with geography and good local contacts.

a. Skills

Skill	Attribute
	Excellent Communication skill, negotiation and influencing skills. Willing to work with several stake holders, Strong in coordination and follow-up, Team Player, Ability to drive multiple products. Should be ready to accept challenges and Fast learner.

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

Seema Kakra

Business Consulting Partner

Contact:+91 7878551502

Seema.k@careerzodiac.com

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