

# Wholesale Banking - Relationship Manager - Alliances & New Businesses, MNC Banking role with One of the Leading Bank for Mumbai Location

Job Posted by Seema Kakra | June 5, 2024

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Request to check below JD & give us your email confirmation for interview process.

If any Query feel free to call Seema on 7878551502

Job Description:-

Company:- Kotak Mahindra Bank

Position :- Wholesale Banking - Relationship Manager - Alliances & New Businesses, MNC Banking

Location:- Mumbai

Job Description:-

KMBL- Wholesale Banking - Relationship Manager - Alliances & New Businesses, MNC Banking

Location: Mumbai

MNC Wholesale Banking team caters to the Corporate Banking requirements of MNCs based in India. These banking requirements cover the entire gamut of Wholesale Banking products including Short term/ Long term credit facilities as well as Transactional Banking Products, Forex flows, DCM and Corporate Finance.

Job Role—

- RM is responsible for new client acquisition
- Key Deliverables -

- Develop sourcing channels & acquire NTBs via Alliance Channel Partners vis. Investment Promotion Agencies, Banks, Legal Houses, Consultants, CAs,

Embassies, Chambers, Trade Agencies etc..

- Candidates should have a good connect with above partners and have a fair knowledge of FDI, ECBs and other FEMA guidelines.

- Responsible for Client Relationship on-boarded during the year and to generate revenues as per KRAs (Lending / Fee Income on products like FX, CMS,

Trade Finance etc)

- Responsible for account profitability and ensuring nil delinquency.

- Own the Channel Partners relationship as a SPOC for all their referral client needs and upsell product solutions, cross sell Privy, Salary and Wealth accounts.

- Interacting with other internal functions like BIU, Product, Credit, Operations, Legal etc.

Job Requirements:-

- CA / MBA in Finance or Marketing. Should have 3-5 years of relevant banking experience

- Sound communication, presentation and networking skills

- Ability to develop and deepen relationships with Channel Partners and CXO levels in the company

- Understand MNC markets trends; Anticipate and analyze channel partner and client needs and expectations

- High persistence to ensure deal conversion/closure from referred clients from channel partners

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Seema Kakra

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