

The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of **Relationship Manager – NRP (CASA) Across Kerala (Job ID -621)** from the qualified candidates.

Last Date of Online Registration	29.02.2024
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#### **Eligibility Criteria:**

- Any Graduate / Post Graduate having passion on Sales.
- Age should be not more than 35 years.
- Any sales executives with experience of 3+ years in NTB Business Acquisition of NR Privy or Priority of CA, SA, RD, TD, LI, GI, MF, Investments, Asset X Sell etc. can apply for the position.
- Full understanding of local markets and product knowledge in NR & Privy or Priority of CASA, LI, GI, MF, Investments, Asset X Sell Business is mandatory.
- Excellent Communication Skills in English and Regional Language will be an added advantage.
- He or she may need to travel extensively and should be ready to mobile.

#### **Selection Process:**

***Registration -> Personal Interview -> Offer -> Background Checks & Medicals -> Onboarding -> Posting.***

#### **Detailed Process Flow:**

- Online Registration by Eligible Candidates as per the above mentioned criteria.
- Pre - Screened Candidates will be invited for personal interview with further details like (Mode, Date and Venue for Interview).
- Depending upon the number of vacancies, the Bank reserves the right to call for Personal Interview.
- Interview Invite will be informed to the candidates through **registered e-mail only**.

#### **How to apply:**

- Candidates are required to apply online through website [www.kvb.co.in](http://www.kvb.co.in) (careers page) and apply for the post of **Relationship Manager – NRP (CASA) Across Kerala (Job ID -621)**. **No other means/ mode of application will be accepted.**
- Candidates should ensure to update their active personal email ID and mobile number only throughout the entire selection process.

#### **Compensation:**

Fixed pay - Depending upon current salary and Retrials, insurance etc. as per Standards + Variable Pay as per policy.

**Roles & Responsibilities for RM- NRP:**

- a. Acquire and manage all kinds of core liability clients and products of NR & Privy or Priority SA , CA , TD , RD , LI , GI and Asset X sell in allotted area
- b. Identify Top Market Leading NR & Privy or Priority Liability Clients , Ultra HNIs , HNIs etc. towards acquisition and on-boarding at local branches at various geographies in the State or Territory
- c. Accompany for joint calls with NR & Privy or Priority TM , SH and Branch Banking officials as per business requirements towards easing closure of deals
- d. Run Sales Campaigns and Events in NR & Privy or Priority catchments , Conduct Road Shows , Sales Marathons for brand building in the market
- e. Should be strong in Business lobbying, relationship, and rapport building with immigration consultants , Educational Consultants , Abroad travel agents , FCY Exchange agencies , Software companies etc.,
- f. Responsible for growing of NR & Privy or Priority book through Deepening of existing clients and increase CA , SA , TD , RD , X Sell of Assets , X Sell of TPP for Income generation
- g. Implement and grow leads of NR & Privy or Priority through Funnel concept and filter good leads and weed-out scrap leads towards spending quality time on valid leads
- h. Ensure 100% LMS exams completion by every team member under supervision including all levels
- i. Ensure providing time to time trainings on products to sharpen sales team's skills and knowledge
- j. Ensure completion of all compulsory exams like IRDA, NCFM required modules, AMFI etc. for full teams under supervision.

**Posting Locations:** Across Kerala.