

The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of Relationship Manager – CA & TFX (Job ID - 322) from the qualified candidates.

Last Date of Online Registration

15.02.2023

Eligibility Criteria:

- a. Any Graduate / Post Graduate having passion on Sales.
- b. Age should be not more than 35 years.
- c. Any sales executives with experience of 3+ years in NTB Business Acquisition of CASA, TFX / Exim, RTD, Third party products & Asset X Sell can apply for the position.
- d. Full understanding of local markets and product knowledge in CASA / EXIM & TFX Business is mandatory.
- e. Excellent Communication Skills in English and Regional Language will be an added advantage.
- f. 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:

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

How to apply:

- a. Candidates are required to apply online through website www.kvb.co.in (careers page) and apply for the post of **Relationship Manager – CA & TFX (Job ID - 322)**. **No other means/ mode of application will be accepted.**
- b. 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- CA & TFX:

- a. Acquire and manage All kinds of TFX Clients and High-Net-worth clients of TFX SA , Exim CA , CA , TD , RD , LI , GI and Asset X sell of Branch or mapped Branches
- b. Follow Sales Funnel activity and generate TFX leads for regular business logins towards highest productivity delivery
- c. Identify Top Market Leading TFX Liability Clients , Ultra HNIs , HNIs and Normal Clients etc. towards acquisition and on-boarding at local branches at various geographies
- d. Take support of TFX Territory Managers and Branch Banking officials as per business requirements towards easing closure of deals
- e. Run Sales Campaigns and Events in TFX catchments , Conduct Road Shows , Sales Marathons for brand building in the market
- f. Should be strong in Business lobbying, relationship, and rapport building with immigration consultants , Overseas Educational Consultants , Abroad travel agents , FCY Exchange agencies , Software companies , Ports , Shipping Companies , Marine Companies etc.,
- g. Create a rapport with top management and, or owners of all the clientele of TFX
- h. Responsible for growing of TFX book through Deepening of existing clients and increase Exim CA , CA , SA , TD , RD , X Sell of Assets , X Sell of TPP for Income generation
- i. Ensure 100% LMS exams completion always
- j. Ensure completion of all compulsory exams like IRDA, NCFM required modules, AMFI, TFX related etc. for up-to-date knowledge and talent enhancement.

Posting Locations: Across Tamil Nadu.