



<https://fiaks.com/jobspage/fiaks-november-01-2018-relationship-manager-large-commercial-mnc-bank/>

**CLOSED:-01-Nov-2018/Relationship  
MNC bank**

**Manager-**

**Beginning of employment**  
immediate

**Description**

The Relationship Manager is primarily responsible for building a robust liability balance sheet through driving CASA/TD sales comprising NTB customers acquisition and deepening existing set of customers through sale of third party products, assets and allied products as launched from time to time. She shall ensure that the best service standards are provided to HNI customers and executes best relationship management for assigned customers.

This position reports to Country Head – Sales

**Industry**

Large commercial MNC bank  
having subsidiary in India

**Job Location**

Mumbai

**Working Hours**

Full Time

**Base Salary**

₹ 1800000 - ₹ 2000000

**Date posted**

November 1, 2018

**Responsibilities**

**FIAKS community member (consumer banking head) is working with the large commercial MNC Bank having subsidiary in India has shared this JOB post.**

Responsibilities include

- Build up of liability balance sheet through NTB customer acquisition and deepen existing set of customers.
- Generate revenue through sales of third party products viz. Life, Health, General Insurance, Mutual Funds, Structured Products and also cross sell banking products viz. Housing Loan, Loan against deposits, Remittances, PIS accounts etc.
- Ensure best service standard are provided to assigned customers through support of operations team and other functional departments
- Oversee the working of ROs and Sales team.

**Qualifications**

MBA or professional qualification like CA, ICWAI, CFA, CS preferred.

5 to 8 years (minimum 3years in a similar position)

**Job Benefits**

Salary: Fixed(20Lakhs) + attractive Variable

**Contacts**

The selection will be on merit by the company officials . FIAKS has no role in the selection process.

