

## Position/ Designation

Relationship Manager

## Band/ Grade

Junior Management / M6 or M7

## Job Responsibilities

### Planning

- Undertake planning for achieving sales targets for the Region
- Proactively and systematically develop direct clients' base for corporate business
- Drive aggressively IndiaFirst competitive advantage through the institutional client database of the partner banks

### Sales growth and cost management

- Ensure simultaneous focus on profitability and volumes
- Monitoring monthly sales targets and performance review with the Channel head - C-orporate Business
- Develop plans to increase sales productivity
- Effectively manage overheads and thus ensure reduction of cost of operations

### Customer satisfaction and retention

- Superior customer level experience at a member level

### People Management

- Good relationship management skills
- Represent the company in a positive and professional manner



## Qualitative

Maintain good relationship with partner banks

## Quantitative

- Sales Target achievement
- Profitability achievement
- Appropriate business mix between direct clients and institutional database of partner banks

## Preferred Credentials

### Work Experience

At least 5 years (In Insurance / Banking / and Finance)

### Qualifications

Graduate, preferable postgraduate in Marketing and MBA from a institute of repute

### Competencies

#### Behavioural competencies

- Experience in dealing with Public sector banks
- Good Communication Skills
- Institutional sales experience could be an added advantage

#### Functional competencies

- Understanding of debt, equity and money markets

Date: \_\_\_\_\_  
Owner Department                      HR Department