

The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of **Relationship Manager – Current Account & TFX (Job ID - 627)** from the qualified candidates.

Last Date of Online Registration	30.04.2024
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Eligibility Criteria:

- Bachelor's degree in Business Administration, Finance, or related field
- Proven experience in sales and business development, preferably in the banking or financial services industry Strong understanding of current account products, trade finance, and forex services
- Excellent communication and negotiation skills
- Ability to work independently and as part of a team, Proficiency in MS Office and CRM software
- Relevant certifications in Foreign Trade will be an added advantage
- Benefits: Competitive salary and performance-based incentives, health insurance and other employee benefits
- Opportunities for career growth and advancement Training and development programs

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 – Current Account & TFX (Job ID - 627)**. **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. Identify and prospect potential customers for current account and trade forex services
- b. Build and maintain relationships with corporate clients, SMEs, and high net-worth individuals
- c. Conduct market research to identify opportunities for business development and expansion
- d. Collaborate with internal teams to customize solutions and services to meet customer needs Prepare and deliver presentations, proposals, and sales pitches to prospective clients
- e. Achieve sales targets and KPIs set by the management
- f. Stay updated on industry trends, market conditions, and competitor activities

Posting Locations: Across Karnataka / Telangana / AP/ Kerala / TamilNadu.

**ELIGIBILITY CRITERIA, CANDIDATE INSTRUCTIONS FOR
REGIONAL SALES MANAGER – CURRENT ACCOUNT TRADE
& FOREX ACQUISITION CHANNEL**



The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of Regional Sales Manager – Current Account Trade Forex Acquisition Channel (Job ID - 628) from the qualified candidates.

Last Date of Online Registration

30.04.2024

Eligibility Criteria:

- a. Develop and implement sales strategies to achieve regional targets for current account acquisition and trade forex services Lead, coach, and motivate a team of sales executives to drive performance and meet sales objectives.
- b. Identify and prioritize target markets, industries, and customer segments for business development initiatives.
- c. Establish and maintain relationships with key stakeholders including corporate clients, SMEs, and high net-worth individuals Collaborate with internal teams to develop customized solutions and services to address customer needs.
- d. Monitor market trends, competitor activities, and customer feedback to identify opportunities for growth and improvement Prepare and present regular reports and updates to senior management on sales performance, market trends, and strategic initiatives.

Selection Process:

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

Detailed Process Flow:

- e. Online Registration by Eligible Candidates as per the above mentioned criteria.
- f. Pre - Screened Candidates will be invited for personal interview with further details like (Mode, Date and Venue for Interview).
- g. Depending upon the number of vacancies, the Bank reserves the right to call for Personal Interview.
- h. 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 – Savings Account Channel (Job ID - 595)**. **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.

**ELIGIBILITY CRITERIA, CANDIDATE INSTRUCTIONS FOR
REGIONAL SALES MANAGER – CURRENT ACCOUNT TRADE
& FOREX ACQUISITION CHANNEL**



Roles & Responsibilities for RM- NR & Privy or Priority Channel:

- ✓ Bachelor's degree in Business Administration, Finance, or related field
- ✓ Proven track record of success in sales leadership and business development, preferably in the banking or financial services industry
- ✓ Strong knowledge of current account products, trade finance, and forex services Excellent leadership, communication, and interpersonal skills
- ✓ Ability to effectively manage and motivate a diverse team of sales professionals Strategic thinking and problem-solving abilities
- ✓ Proficiency in MS Office and CRM software Relevant certifications on Foreign Trade Certification will be an added advantage

Posting Locations: Across Telangana or Andhrapradesh.

The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of **Relationship Manager – Inst. Business Channel (Job ID - 629)** from the qualified candidates.

Last Date of Online Registration	30.04.2024
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Roles & Responsibilities:

- a. Acquire Key Institutional clients from the market with help of Respective State Head / Head Institutional Business and with help of respective Branch Head from their assigned catchments
- b. Develop and nurture trust relationships with a portfolio of major clients
- c. Acquire a thorough understanding of TASC customer needs and requirements
- d. Exhibits proper understanding of institutional sales with thrust on TASC products with CMS and digital solutions
- e. Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- f. Ensure the correct products and services are delivered to customers in a timely and compliant manner
- g. Serve as the link of communication between key customers and internal teams
- h. Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- i. Play an integral part in generating new sales that will turn into long-lasting relationships
- j. Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics
- k. Ensure sourcing TPP opportunities by pitching GI products and Forex products

Selection Process:

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

Detailed Process Flow:

- l. Online Registration by Eligible Candidates as per the above mentioned criteria.
- m. Pre - Screened Candidates will be invited for personal interview with further details like (Mode, Date and Venue for Interview).
- n. Depending upon the number of vacancies, the Bank reserves the right to call for Personal Interview.
- o. 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 – Inst. Business Channel (Job ID - 629)**. **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.

Posting Locations: Across Tamilnadu, Kerala, Karnataka, Andhrapradesh & Telangana.