

Job Title: Relationship Manager

Grade: Senior Officer

Reporting To: Branch Manager / Deputy Branch Manager

Salary: Up to ₹3.12 LPA

Job Location: Nearby / Local Area

Job Summary

We are looking for a dynamic and customer-focused Relationship Manager responsible for acquiring new affluent customers, managing existing relationships, and driving business growth through various banking products and services.

Key Responsibilities

- Acquire and onboard new **affluent customers** through self-generated leads and assigned leads.
 - Build and maintain strong relationships with existing customers of the bank.
 - Identify and tap business opportunities in the mapped market for **liability and asset products**, including Kisan Credit Card and other banking solutions.
 - Regularly meet mapped customers to understand their financial needs and offer suitable banking products/services.
 - Ensure high levels of customer satisfaction by delivering **error-free and prompt service**.
 - Develop strong knowledge of all **banking products, services, and digital channels**.
 - Follow all **banking processes and compliance guidelines** to avoid any operational or reputational risks.
-

Key Skills Required

- Strong communication and interpersonal skills
 - Sales and target-oriented mindset
 - Customer relationship management skills
 - Basic knowledge of banking products and financial services
 - Problem-solving and decision-making ability
-

Eligibility Criteria

- Graduate in any discipline
- Freshers or candidates with relevant sales/banking experience can apply
- Willingness to work in field sales and meet customers

Additional Information

- Candidates should be comfortable with **field work and local travel**
- Preference will be given to candidates familiar with the local market

Note: This role involves both **sales and customer servicing responsibilities.**

Contact : Ashutosh Shukla- 9555307909