

## Elite Banker-NRI

[Apply Now](#)

Company: IDFC FIRST Bank

Location: India

Category: other-general

**Role/ Job Title:** Virtual Relationship Manager-NRI

**Function/ Department:** Retail Liabilities

**Job Purpose:**

VRM will be responsible for enhancing the customer engagement virtually to increase customer stickiness on managed clients. They will drive mobile banking adoption & usage, increase cross-sell of products and work towards upgrading and on-boarding customers in the relationship banking program. Professionally driven to achieve higher customer satisfaction and increase retention. VRM to have complete knowledge of end-to-end bank offerings, key goals of RM, bank systems and key onboarding steps for products cross-sell.

**Roles & Responsibilities:**

Responsible for deepening customer relationships to increase customer relationship value

Acquisition of NR accounts and generating referrals from existing customers.

Ensuring remittances in all managed & sourced accounts.

Responsible for driving quality engagements over call with customers by following industry best practices.

Responsible for increasing adoption of digital platforms like mobile banking and drive initial login on Optimus app Value build up and increase in 'Product Holding Per Customer' within mapped portfolio.

Responsible for cross-sell of pre-approved products such as Credit Card and other offers to

increase products per customer.

Ensure all customer profiling for mapped customers and presented with suitable banking products as per their need and requirement.

Be solution oriented and ensure effective on-boarding on Mobile/Net Banking, Bill Pay, SIP, Insurance & Investment solutions, Retail and SME Loans and relevant banking programs.

Ensure monthly operating plan is met to improve scorecard and decile rankings.

Coordinate with respective teams for closure of retail assets & trade transactions business generated through client engagement.

Responsible for creating a customer-focused approach for quick resolution of all queries and complaints to achieve NPS benchmarks.

Ensure strict adherence to the bank policies and compliance.

Pitch Relationship Banking program benefits and eligibility criteria to customers and on-board customers/groups to the RB program.

Assist audit and ensure compliance to internal and external regulations and guidelines.

Provide best in-class customer service to all clients to become their primary banker.

**Education Qualification (Fulltime):**

Graduation: Bachelor's in engineering / technology / Mathematics / Commerce / Arts / Science / Biology / Business / Computers / Management.

**Experience:** 5 to 10 years of relevant experience in Banking or allied Business.

[Apply Now](#)

**Cross References and Citations:**

1. [Elite Banker-NRI UnitedarabemiratesjobsJobs India Unitedarabemiratesjobs](#)
2. [Elite Banker-NRI Educareer Jobs India Educareer](#)

3. [Elite Banker-NRI Jobspro Jobs India Jobspro ↗](#)
4. [Elite Banker-NRI Luxembourgjobs Jobs India Luxembourgjobs ↗](#)
5. [Elite Banker-NRI Dataanalyticsjobs Jobs India Dataanalyticsjobs ↗](#)
6. [Elite Banker-NRI Chemistryjobs Jobs India Chemistryjobs ↗](#)
7. [Elite Banker-NRI Findengineeringjobs Jobs India Findengineeringjobs ↗](#)
8. [Elite Banker-NRI Smartjobsearch Jobs India Smartjobsearch ↗](#)
9. [Elite Banker-NRI Free-job-alerts Jobs India Free-job-alerts ↗](#)
10. [Elite Banker-NRI Kuwaitjobstoday Jobs India Kuwaitjobstoday ↗](#)
11. [Elite Banker-NRI Nodejobs Jobs India Nodejobs ↗](#)
12. [Elite Banker-NRI Finddriverjobs Jobs India Finddriverjobs ↗](#)
13. [Elite Banker-NRI Warsawjobs Jobs India Warsawjobs ↗](#)
14. [Elite Banker-NRI Jobsinaustria Jobs India Jobsinaustria ↗](#)
15. [Elite Banker-NRI Therapistjobs Jobs India Therapistjobs ↗](#)
16. [Elite Banker-NRI Fishjobs Jobs India Fishjobs ↗](#)
17. [Elite Banker-NRI Oslojobs Jobs India Oslojobs ↗](#)
18. [Elite Banker-NRI Italyjobs Jobs India Italyjobs ↗](#)
19. [Elite banker-nri Jobs India ↗](#)
20. [AMP Version of Elite banker-nri ↗](#)
21. [Elite banker-nri India Jobs ↗](#)
22. [Elite banker-nri Jobs India ↗](#)
23. [Elite banker-nri Job Search ↗](#)
24. [Elite banker-nri Search ↗](#)
25. [Elite banker-nri Find Jobs ↗](#)

Source: <https://in.expertini.com/jobs/job/elite-banker-nri-india-idfc-first-bank-37f9c68ea2/>

Generated on: 2024-05-04 by [Expertini.Com](#)