

Relationship Manager - Premium/Pioneer Banking

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Company: Mintskill HR Solutions LLP

Location: india

Category: other-general

Job DescriptionJOB SUMMARY-Relationship Management profile involving acquiring, growing and deepening HNI customer relationships through effective relationship management. Focusing on the analysis and satisfaction of HNI Customers' financial, banking, investment and business needs and objectives. Provide the face of the Bank to the high net worth customers of the Bank. Detailed Responsibilities: Generate new business to achieve defined sales targets Build and deepen relationships with existing Wealth Customers to achieve increase in share of wallet and revenues.Provide professional customer service to achieve a high percentage of customer wallet share and satisfaction leading to client retention and growth.Ensure ongoing self-development. Manage the portfolio to de-risk against attrition and achieve stability of book.Manage the key performance indicators at the highest level.Have complete knowledge of the customer base in terms of the profile, demographics & psychographics and assets in the Bank and in other places. Sales Achieve the Targets set in terms of product mix.Achieve "best in class" productivity in order to maximize the efficacy of the sales processAchieve the budgeted cross sell targets.Aggressive Sales call plans to acquire large prospective customers through referrals.Ensure coverage of customer base in accordance with the Group approved Relationship Matrix.Integration Management Manage the customer transition with utmost sensitivity.Awareness of all the policies and procedures issued in relation to money laundering prevention.Ensure compliance with these policies and procedures on an ongoing basis.Any suspicious transaction must immediately be reported to the supervising officer.RequirementsGraduate with Experience in Retail Branch Banking as Relationship

Manager for HNI / Business Banking having portfolio of clients mapped. BenefitsWho are 'PIONEER' Private customers ?A Savings Account or Current Account with an Average Quarterly Balance of Rs. 10,00,000 (group based) and above. Alternatively, a Net Relationship Value of Rs. 30,00,000 (group based) and above with an Average Quarterly Balance of Rs. 1,00,000 (group based) and above in a Savings or Current Account.Looking for finest relationship managers, who then will be backed by an extensive network of specialists, at PIONEER Private, company believes in providing the best innovative solutions for its clients.RequirementsGraduate with Experience in Retail Branch Banking as Relationship Manager for HNI / Business Banking having portfolio of clients mapped.

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