

Job Title: Relationship Manager

Requisition ID 1604 - Posted

Job Title:	Relationship Manager	Job Category:	Sales & Marketing
Department/Group:	PDM	Designation	Senior Manager
Location:	Suryapet	Travel Required:	Yes
Report To	Branch Head	Position Type:	Full Time
Job Description			
<p>Role and Responsibilities</p> <ul style="list-style-type: none"> • Coordination with SBI Branches in the Region / Location. • Assume full accountability for all aspects of sales in the Branch / Module • Coordination with SBI Branches in the Circle / RBO /Module / Location. • Primary responsibility of a Relationship Manager is selling of SBIMF products at the location and areas in and around the identified location and Relationship Building for generating sales. • Prospecting of customers through New client acquisition, network, data base, References and open market. • Liaising with his investors / distributors / banks / institutions depending for selling / targeting specific schemes as identified by the Business Head. • Co-ordination & Organizing Investor Awareness Programs • Building and maintaining healthy business relations with customer, enhancing customer satisfaction & securing repeat business. • To penetrate all targeted key accounts and originate upselling opportunities • Ensure adherence to sales processes and requirements. • Achievement of monthly, quarterly & yearly business plan. • Channel Development & networking skills for achieving Channel Sales <p>Skills & Competencies</p> <ul style="list-style-type: none"> • Quick thinking and problem-solving skills • Able to work independently and as a team player • Excellent communication skills and active listening skills • Account Management skills, Excellent Presentation Skills • Should have a thorough understanding of our products and a clear and fair idea about the products of our competition. • Thorough understanding of regulatory framework and Taxation Laws • Positive and enthusiastic attitude • Customer focus and result oriented approach <p>Qualification & Experience</p> <ul style="list-style-type: none"> • MBA & Graduate with 8 to 10 years of Industry Experience • Good knowledge of Equity, Debt Markets will be added advantage • MDF Certified 			