

RELATIONSHIP MANAGER PRIVILEGE BANKING

The job holder will be responsible to execute strategy, business & operations plan across identified clients & market segments of Privilege Select Banking for sustainable, profitable growth of business lines, in adherence to all applicable policies and regulatory requirements

THE JOB

- To understand strategy, business and operational plans for Privilege/PRV Select Banking and identified market segments/clients to achieve the targets
- To ensure adequate efforts in awareness generation/invitation for Privilege/PRV Select Banking
- To periodically map competitive intensity amongst clients and identified market segments
- To ensure close monitoring and achievement of business plans relating to Assets, Liabilities and Fee Income across all business lines
- To ensure special thrust on liability business to enhance CASA ratio and advances-to-deposits ratio
- To be updated on all applicable policies, procedures and guidelines that would help in fulfilling the business and operations plans
- To be abreast of the market/economic environment and provide excellent customer service and solutions to existing/new HNWI
- To provide timely operational services to each client as per policy and regulatory requirements
- To collaborate with other departments to provide efficient service to clients
- To maintain zero-tolerance with respect to adherence to the integrated risk management framework

THE PERSON

- Possess around 8 years of banking experience out of which at least 4 years should be in portfolio management in Privilege Banking, Corporate Banking or Branch Banking
- Be fully / part qualified with a suitable academic or a professional qualification
- Be familiar with AML/KYC procedures and FIU
- Knowledge of Central Bank, Exchange Control and Inland Revenue regulations
- Demonstrate strong relationship and portfolio management skills
- Be a target oriented self-starter, exhibiting a high level of initiative
- Demonstrate utmost professionalism and integrity in carrying out tasks
- Should be a team player who works towards common business goals

Please login to <https://www.ndbbank.com/careers> to apply on or before **19th October 2023**

The position is at Associate Manager/ Deputy Manager levels

We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



The future is banking on us

Vice President Human Resources