

SVC Co-operative Bank Ltd., formerly known as The Shamrao Vithal Co-operative Bank Ltd., is a trusted institution with a legacy of over 119 years and counting. SVC Bank is one of the leading Multi-State Scheduled Urban Co-operative Bank with a network of 203 branches spread across 11 States in India. For more details, please visit our website: <https://www.svc.bank.in>

As a part of our growth journey, we are looking forward to on-board experienced candidates for the positions of **Assistant Manager / Manager – Institutional Sales** in our Bank.

The details are mentioned herein: -

Position: Assistant Manager / Manager – Institutional Sales

Location: Mumbai, Pune, Delhi & Ahmedabad

Eligibility Criteria:

Age: Preferably within 30 years to 45 years

Qualification: MBA or Graduate (Full time) from recognized university with minimum 5 – 10 years of sales experience in BFSI sector preferably in **Institutional Sales**

Experience and skills:

- Minimum 7 to 9 years of experience in banking, with at least 3 years' experience in mobilizing and managing institutional deposits in the same market/location.
- Excellent communication, presentation, and negotiation skills.
- Should be well versed with KYC and other compliance requirements of the segment
- Strong relationship management skills and good negotiation / communication skills
- Good communication skills and should be able to handle own database and MIS

Job Role:

- Drive and monitor the acquisition of New to the Bank (NTB) Institutional relationship and mobilizing deposits from them
- Lead, train and managed Institutional Managers across locations to ensure productivity, goal attainment and service standards are met. Involves upcountry travelling
- Work closely with Product team to improve the offerings from account opening process to digital channels in line with the requirements in these segments
- Work on strategies to target specific segments through different product and services to grow the base of institutional customers.
- Responsible for growing the CASA /TD business through institutional accounts in line with the targets of the Bank. Institutional customers comprise of co-operative banks, credit societies, housing societies, educational institutions, hospitals, charitable / religious trusts, temples, associations, clubs and other institutions.
- Identify opportunities to increase fee income form product offering and transaction banking in accounts.
- Ensure portfolio quality of the business generated and continuous improvement in the same.

- Collaborating and co-ordination with other functions, including branches and sales teams for customer fulfillment and overall satisfaction.
- Providing support in compliance with laid down statutory requirements, governing regulations and audit for the portfolio.
- Maintaining database of all the institutional customers and all the business generated from them.
- Keeping track of latest market offerings from competition & emerging opportunities, and help in enrichment of the Bank's products and solutions in coordination with product and operations teams

If you wish to join the growth story in one of the leading co-operative sector banks, please send in your detailed resume along with photograph to careers@svcbank.com

Please mention position applied for in the subject line of the e-mail. Also, kindly note the following points: -

- Candidates must fulfil eligibility criteria as mentioned above.
- Details such as mobile number, e-mail ID mentioned in the resume should be valid and kept active during the recruitment process. These details would be useful for us in sharing instructions regarding interviews, documents, feedback, etc.
- Resume should be shared via e-mail only. No other modes of application will be accepted.
- SVC Bank does not engage any Agents / Agency for recruitment of any on-roll employees.
