

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 – Small Enterprises Group (SEG) Sales** in our Bank.

The details are mentioned herein: -

Position: Assistant Manager / Manager – Small Enterprises Group (SEG) Sales

Location: Mumbai, Pune, Nashik & Bengaluru.

Eligibility Criteria:

Age: Preferably within 30 years to 45 years

Qualification: MBA or Graduate (Full time) from recognized university with minimum 7 – 10 years of sales experience in BFSI sector preferably in **Small Enterprises Group (SEG) Sales**.

Experience and skills:

- Minimum 7 to 10 years of experience in corporate banking products /MSME /working capital sales, with a focus on relationship management.
- Excellent communication, presentation, and negotiation skills.
- Should have a fair knowledge of asset-based products – cash credit, overdraft, term loans, letter of credit and bank guarantee.
- Hands on experience in: Vendor Finance / Bill Discounting / Factoring / SHG- Self Help Group / JLG – Joint Liability Group

Job Role:

- Sourcing of New MSME (SEG Credit) Proposals /Asset cases – Fund Based and Non fund facility, (Predominantly Cash Credit, Overdraft, Term Loan, FCTL & non fund based facilities – LC, BG etc)
- Business Development - Acquire new MSME clients for bill discounting / factoring / vendor finance. Build and manage relationships with corporates and their vendor ecosystem
- Generate leads through CAs, DSAs, and market references Achieve monthly login, sanction, and disbursement targets.
- Generate Trade & FX revenue through deepening and new base Business Development and Acquisition of NTB.
- Implementing strategies for boosting business with a view to penetrate new accounts and expand existing ones.
- Initiating contact with potential customers for developing leads, direct sales & cross selling financial products to cover the client with all products (Coverage) of bank.
- Negotiating with clients to book profitable deals for the Bank.
- Developing robust pipeline of SEG credit proposals and ensuring conversion so as to achieve budgeted numbers (book and fees) on month-to-month basis.

- Managing the sourced portfolio for at least one year from date of disbursement, ensuring proper handover of such portfolio to relationship team.
- Working in close co-ordination with credit, legal, operations and branch team to ensure minimum TAT up to disbursement.
- Conducting product presentation & Promotional activities for market development through different channel & reference and branch visibility.
- Developing new Lead Generator, Channel partners and consultant to multiply the business scope.
- Development of region-specific products prevailing in present market.

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.
