

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 – Retail SME – Sales** in our Bank.

The details are mentioned herein: -

Position: Assistant Manager / Manager – Retail SME – Sales

Location: Mumbai, Pune & Delhi

Eligibility Criteria:

Age: Preferably within 30 years to 45 years

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

Experience and skills:

- Minimum 5 years of experience in working capital or commercial banking/SME Sales, with a focus on relationship management and business development.
- Excellent communication, presentation, and negotiation skills.
- Strong relationship-building and client management skills.
- Excellent communication, presentation, and negotiation skills.
- Ability to analyse financial data and provide insightful advice.
- Strong credit and risk management skills.
- Proficient in Microsoft Office and financial software applications.
- Should have a fair knowledge of asset-based products – cash credit, overdraft, term loans, letter of credit and bank guarantee.

Job Role:

1. Client Relationship Management:

- Develop and maintain strong relationships with existing and new clients.
- Understand clients' business needs, goals, and challenges.
- Provide tailored financial solutions and advisory services.

2. Business Development:

- Identify and pursue new business opportunities.
- Develop and execute business plans to achieve sales targets.
- Collaborate with internal stakeholders to deliver integrated solutions.

3. Credit and Risk Management:

- Evaluate creditworthiness of clients and make recommendations.
- Monitor and manage credit risk, ensuring compliance with bank policies.
- Collaborate with credit risk teams to resolve credit issues.

4. Team Collaboration:

- Work closely with internal stakeholders, including credit risk, product specialists, and sales 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.
