

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 **Chief Manager – Institutional Sales** in our Bank.

The details are mentioned herein: -

**Position:** Chief Manager – Institutional Sales

**Location:** Mumbai

**Eligibility Criteria:**

Age: Preferably within 30 years to 45 years

Qualification: Graduation in any faculty from a recognized University. MBA /PDGM would be an added advantage.

Experience and skills:

- Minimum 10 to 15 years of experience in Institutional Sales / Government Business / Corporate Deposits
- Excellent communication, presentation, and negotiation skills.
- Strong leadership and team building
- Ability to work collaboratively across departments
- Customer-centric approach with high service orientation

Job Role:

- Establish the Institutional Sales vertical for the Bank from scratch, including structure, policies, and processes (along with product team).
- Develop and execute strategies to mobilize CASA & term deposits from institutions such as:
  - ✓ Schools, colleges & educational trusts
  - ✓ Hospitals & charitable trusts
  - ✓ Housing societies
  - ✓ Government & semi-government institutions
  - ✓ NGOs and large cooperative bodies
- Achieve business targets for deposit mobilization and relationship acquisition.
- Identify high-potential markets and drive penetration across branches.
- Build and nurture strong relationships with key decision-makers of institutions— Trustees, CFOs, Directors, Office Bearers, and Administrators.
- Conduct regular client visits, presentations, and product demonstrations.
- Work closely with branches to support account opening, documentation, and transaction activation.
- Recruit, train, and lead a team of Institutional Sales Officers / Relationship Managers.
- Create a performance-driven culture with KPIs aligned to institutional business goals.
- Coordinate with branch heads, regional heads, and cross-functional teams.

- Ensure 100% compliance with KYC, AML, regulatory guidelines, and internal audit requirements.
- Oversee due diligence for institutional accounts and ensure proper documentation.
- Work with the Compliance team to identify risk areas and ensure timely resolution.
- Work with senior management & product team to design customized deposit and transaction products for institutional clients.
- Streamline onboarding processes, reduce TAT, and improve customer experience.
- Develop MIS dashboards, reporting formats, and business monitoring tools.
- Track competitor offerings, interest rates, and industry trends.
- Provide strategic inputs to management to stay competitive and relevant.

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](mailto: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.

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