

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 **Retail Banking Sales Officer (RBSO) – CASA** in our Bank.

Position: Retail Banking Sales Officer (RBSO) – CASA

Location: Mumbai, Pune, Bangalore

Eligibility Criteria:

Age: Preferably up to 35 years

Qualification: Graduation in any faculty from a recognized University.

Experience and skills:

- Minimum 1 - 3 years of experience in Sales in BFSI sector.
- The candidate should have an ability to understand banking requirements and accordingly build banking relationships.
- Effective Verbal & Written Communication, Interpersonal Skills, Meeting Sales Goals, Product
- Knowledge, Self -motivated
- Experience of working in CASA Sales will be preferred.

Job Role:

- Achieve established sales targets by preparing weekly, fortnightly and monthly sales and lead plans.
- Customer profiling – create customer profiles (customer name, age, occupation, family members, birthdays, anniversaries, etc.) and identify sales and service opportunities through these profiles.
- Deliver excellent customer service that ensures ongoing sales and high level of customer satisfaction.
- Work with NTB (new to bank) customers to determine their needs and then recommend the right product and service.
- Closely work with Branch Operations team, Product and Marketing while sourcing CASA/TD business.
- Develop and cultivate strong buying relationships with customers.
- Use Bank literature and available training resources to stay up to date on product features.
- Catchment Mapping - Identify and map key areas which meet SVC Bank profile customers.
- Conduct activities and lead generation camps in co-ordination with branches and their catchment areas to increase customer reach and sales.
- Cross sell opportunities in Advances and TPP for the Bank.
- Monitor and report on the activities of competitors and potential collaborators and to identify business opportunities and threats

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.
