

JOB DESCRIPTION – Select Relationship Manager- Wealth

Select Relationship Management is the most extensive proposition from IndusInd bank for its HNI clients. Select RM will cater to clients need across personal, business & financial banking. It is their job to ensure end to end resolution to customer's banking needs and updating them with the newest products available. Ensuring need based product approach towards clients and regular reporting of product penetration.

| | |
|---|--|
| Grade Band | Middle Management |
| Desired qualification | Graduation and above (AICTE/UGC Approved only) |
| Experience | 2-9 years |
| Compensation | Upto 9 Lakhs |
| <p>Select RM profile monitor and address clients banking and Investment requirements. Profile involves managing the High Net Worth customers of the Bank to Achieve the Business targets assigned in terms of cross selling, enhancing and upgrading the High Net Worth relationships. Focusing on the analysis and satisfaction of HNI Customers' financial, banking, investment and business needs and objectives.</p> | |
| Detailed Responsibilities: | |
| <ul style="list-style-type: none">• Acquiring and managing business (HNI and ultra HNI).• Increasing the liability book and investment AUM portfolio size.• Ensuring adherence to compliance processes and guidelines.• Advice clients on their product requirement to maximise their investments.• Develop new client relations through references.• Generate the cross selling business from existing clients by cross selling other products (Family Account, Home loan, Personal Loan, Investment - ULIP and Mutual Fund, Credit Card and Forex).• Maintain and develop client relationships and periodic visit to existing clients.• Manage and track the leads and maintain DSR on regular basis.• Profiling Customers and provide financial products to meet customer needs.• Ensuring the highest levels of service to the High Net Worth customers.• Formulate outbound and inbound sales plan to acquire new customers for increasing customer base of the portfolio. | |
| | |

Candidates Profile:

- Banking /NBFC's preferred
- HDFC- Preferred RM / Yes Bank- Financial Partner / Stan C- BDM'S / Amex -CC
- Should be good in Communication Skills
- Good Portfolio Value
- Should have experience in CASA/ TPP along with Trade Forex (additional advantage)

Location: - **Across DNCR**