

**ELIGIBILITY CRITERIA, CANDIDATE INSTRUCTIONS FOR
REGIONAL SALES MANAGER – CURRENT ACCOUNT TRADE
& FOREX ACQUISITION CHANNEL**



The Karur Vysya Bank Limited, one of the leading Private Sector Banks in India, invites online applications for appointment of **Regional Sales Manager – Current Account Trade Forex Acquisition Channel (Job ID - 628)** from the qualified candidates.

Last Date of Online Registration

30.04.2024

Eligibility Criteria:

- a. Develop and implement sales strategies to achieve regional targets for current account acquisition and trade forex services Lead, coach, and motivate a team of sales executives to drive performance and meet sales objectives.
- b. Identify and prioritize target markets, industries, and customer segments for business development initiatives.
- c. Establish and maintain relationships with key stakeholders including corporate clients, SMEs, and high net-worth individuals Collaborate with internal teams to develop customized solutions and services to address customer needs.
- d. Monitor market trends, competitor activities, and customer feedback to identify opportunities for growth and improvement Prepare and present regular reports and updates to senior management on sales performance, market trends, and strategic initiatives.

Selection Process:

Registration -> Personal Interview -> Offer -> Background Checks & Medicals -> Onboarding -> Posting.

Detailed Process Flow:

- e. Online Registration by Eligible Candidates as per the above mentioned criteria.
- f. Pre - Screened Candidates will be invited for personal interview with further details like (Mode, Date and Venue for Interview).
- g. Depending upon the number of vacancies, the Bank reserves the right to call for Personal Interview.
- h. Interview Invite will be informed to the candidates through **registered e-mail only**.

How to apply:

- a. Candidates are required to apply online through website www.kvb.co.in (careers page) and apply for the post of **Relationship Manager – Savings Account Channel (Job ID - 595)**. **No other means/ mode of application will be accepted.**
- b. Candidates should ensure to update their active personal email ID and mobile number only throughout the entire selection process.

Compensation:

Fixed pay - Depending upon current salary and Retrials, insurance etc. as per Standards + Variable Pay as per policy.

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Roles & Responsibilities for RM- NR & Privy or Priority Channel:

- ✓ Bachelor's degree in Business Administration, Finance, or related field
- ✓ Proven track record of success in sales leadership and business development, preferably in the banking or financial services industry
- ✓ Strong knowledge of current account products, trade finance, and forex services Excellent leadership, communication, and interpersonal skills
- ✓ Ability to effectively manage and motivate a diverse team of sales professionals Strategic thinking and problem-solving abilities
- ✓ Proficiency in MS Office and CRM software Relevant certifications on Foreign Trade Certification will be an added advantage

Posting Locations: Across Telangana or Andhrapradesh.