

SME BANKING OFFICERS / ASSOCIATES – BUSINESS BANKING

(BANKING ASSOCIATES / SENIOR BANKING ASSOCIATES)

The Job

- ✓ Acquisition of new customers to grow the portfolio generate fee income / NI income and maintain product mix
- ✓ Manage customer queries and customer requests that come to the Branch for SME-S division and cross sell for the Middle Market Segment
- ✓ Manage existing portfolio as assigned and understand their needs and catering to them through suitable products
- ✓ Deepen the relationship by cross-selling / up-selling variety of products to improve customer stickiness and improve profitability for the region
- ✓ Maintain portfolio standards and manage delinquencies as per targets assigned
- ✓ Assist the Business Banking Unit with managing the Middle Market Client
- ✓ Periodically map all customer segments and business opportunity that hold potential for SMEs in the assigned branches
- ✓ Co-ordinate with central credit team, legal, central ops team to manage credit sanction and credit delivery of files within defined timelines

The Person

- ✓ Be qualified in Banking / possess a Bachelor's degree in the field of Commerce / Finance / Management / Economics. Or, be part qualified in Finance / Credit Management with minimum 3 years of Banking experience related to credit
- ✓ Possess excellent relationship management skills
- ✓ Possess sound communication, coordination and negotiation skills
- ✓ Possess business acumen
- ✓ Be good in planning & organizing

Please login to <https://www.ndbbank.com/careers> to apply on or before **26th August 2022**.
We will correspond only with the shortlisted applicants

"We are an equal opportunity Employer"



The future is banking on us

Vice President
Group Human Resources