

RELATIONSHIP MANAGER - ELITE CIRCLE

We invite applications from highly driven and accomplished individuals for the position of
“Relationship Manager – Elite Circle” at Union Bank

The Job Role

- Acquire new client relationships / manage the assigned portfolio of Elite Circle Clients and ensure achievement of Business Objectives, as per the laid guidelines of the Bank.
- Achieve set budgets of financial, customer service standards and contribution towards operations as per audit and compliance guidelines.
- Maintain a cordial relationship, driven by superior service quality with the assigned portfolio of clients.
- Work towards established targets, monitoring actual performance and taking remedial action.
- Enhance the portfolio by canvassing new clients, while growing the existing portfolio.
- Maintain details/records on Customers and provide superlative service to customers.
- Process operational work according to the Elite Circle Banking operations manual and other internal and external banking guidelines.
- Acting as an intermediary between the clients and important support service points of the bank



The Person

- Possess 5 years of post-qualifying experience in banking/ financial services sector promoting financial services and products.
- Highly sales and service-oriented individual with a sound knowledge in banking operations.
- Ability to work in an extremely target driven environment to deliver desired results with strategies, tactical negotiation and CRM.
- Ability to provide exceptional customer service at all levels.
- Excellent interpersonal skills and ability to build relationships with internal and external stakeholders.
- Excellent time management, leadership, planning and organizing skills.
- Excellent range of communication skills including written, verbal and the ability to deliver compelling presentations.
- Bachelor's degree in business or an equivalent professional qualification will be an added advantage

Rewards

An attractive remuneration package, including staff loan facilities at concessionary rates and excellent career development opportunities, awaits the successful candidate.

Interested candidates who meet the above requirements are invited to submit their CVs via [Union Bank Job Portal](#) on or before 25th September 2026 with the names of two non-related referees, quoting “Relationship Manager – Elite Circle” in the subject line. All applications will be treated with strict confidence. Only shortlisted candidates will be contacted.

We are an equal opportunity employer!

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Transforming Lives