

Job Description  
Relationship Manager (Sales & Relationship Management)

About the Company

ICICI Bank Ltd, is one of India's leading private bank offering a wide range of financial services. Established in 1994, it is headquartered in Mumbai and has strong domestic and international presence. It operates through a vast network of 7,000+ branches and 1.30 lacs+ employees across India and globally.

ICICI Bank plays a significant role in India's financial sector by supporting economic growth through a unique bouquet of digital solutions covering the diverse banking needs of customers consisting of individuals, self-employed professionals, SMEs, proprietors, government, and retail & corporate institutions. It covers a complete range of banking services from bank accounts, payments, banking transactions, and credit cards to personal, mortgage, vehicle loans, and business & institutional solutions for facilitating a seamless customer banking experience.

Key Role & Responsibilities:

Responsible to drive sales growth through new business opportunities and managing customer relationship through regular customer engagement.

- Identify and pursue new sales opportunities by acquiring and onboarding new customers for the Bank.
- Develop and maintain relationships with potential and existing customers by offering appropriate banking solutions that meet the needs of customers (Customer 360).
- Ensure high level of customer satisfaction and retention while ensuring growth in wallet share of new and existing customers.
- Meet customers regularly in your assigned geography to build strong relationship with them.
- Ensure compliance with company policies and banking regulations.

Eligibility Criteria

- Education: Any Graduate with minimum 60% marks (aggregate) in 10<sup>th</sup> and Graduation
- Age: Below 25 years
- Willing to do Sales
- Location: Willing to relocate to any location within India

Compensation

INR 5.0 Lacs per annum Cost To Company (Indicative for Mumbai location, exact compensation will vary based on the class of city)