

**Role:** Relationship Manager

**Vacancy:** 3

**Location:** Pune/Bangalore/Chennai

**Educational Qualification:** CA/ CFA/ MBA or any other post graduate degree in finance

**Experience:** 2-5 years' experience in credit origination, credit appraisal and credit monitoring in Banks or NBFCs.

**Job Description:-**

The key responsibilities include:

- The position will be based out of regional office and will be responsible for business development, relationship management, collection and follow-ups
- Identify and acquire new small/mid/large corporate clients in different lending segments within policy guidelines.
- Prepare and maintain data base of target clients and intermediaries
- Field visit and personal discussion with customers to understand their business and their requirements
- Obtain and verify financial information, such as applicant's credit rating, income level, cash flows, existing loan obligations
- Perform an initial credit appraisal to ascertain the creditworthiness of the prospective borrowers
- Refer shortlisted cases to Head Office for credit decision
- Responsible for completion of KYC process and compliance with the various requirements for credit appraisal and disbursement
- Ensure consistent adherence to the credit policy
- Provide continuous support to all the acquired clients