

Dear Applicant,

ICICI Bank is welcoming applications for the following role:

**Role:** Relationship Manager, Private Banking Group

**Education Qualification:** MBA with minimum 4 years of experience

**CTC:** The compensation would be as per the company and industry requirements and shall be communicated on or after the interview process.

**Experience:** 4 to 12 years Sales & Relationship (who manages the portfolio of High Net worth Clients with excellent Business Development & Communication Skills) from BFSI sector

**Location:** Bangalore, Hyderabad, Kolkata

### **About Private Banking Group:**

ICICI Bank Private Banking offers comprehensive investment solutions and services to high net worth individuals across India and international geographies. We emphasize on our high quality investment management services along with leading banking and group capabilities.

Fulfilling your investment needs and aspirations is our constant endeavour. After extensive in-house research, we have handpicked our product offerings to help you achieve your goals. Our views on markets and asset classes are backed by incisive insights by a team of experts. These house views, along with rigorous due diligence, help our team of specialists to suggest a range of products across asset classes. As your financial goals are unique, we create a tailor-made investment strategy for you. This is done based on a thorough understanding of your financial needs and keeping your investment attitude in mind.

We have the expertise to assist you in organizing your assets and transfer of ownership to heirs through Trust Services and Succession Planning.

Our Family Office proposition aims to strengthen the governance structure in family owned businesses.

Thus, our emphasis is on a holistic approach towards your financial and business goals. Our strategic collaboration with global product providers enables us to construct unique solutions for you. It allows us to complement our core competencies with world class, third party capabilities to deliver solutions to your specific needs.

### **Job Description – Relationship Manager**

- Engaging with customers to enrich the relationships and garner higher wallet share of the client through our 360-degree banking approach
- Ensure coverage of all relationships through customer engagements and risk profiling
- Offer products based on customer needs while collaborating with other teams in the bank for suitable product offerings
- Acquire new customers through converting referral leads

- Provide complete and comprehensive information on products, services, charges etc. proactively to the customer and ensure best services are provided to them
- Collaborate with product specialists, subject matter experts, and credit and service teams to ensure structured and customized solutions
- Suggest products that are fair to our customers and fair to the bank
- Having relevant experience in financial services industry
- Proven people, business and client relationship handling skills
- Ability to engage with high net worth individuals
- Ability to understand, anticipate and react to competitive market requirements, industry opportunities and constraints

The selection process and requirements for conducting the process are as follows:

**Note:** The deadline to fill in the details is **11:59 PM, 4<sup>th</sup> February, 2024**. We shall not be accepting responses after the same.

**Personality Questionnaire:** All the shortlisted applicants will have to take an Online Personality Questionnaire, details about which will be shared to the shortlisted candidates.

**Personal Interviews:** The applicants shortlisted will appear for a personal interview.

**In case of any query, please reach out to Shalini Rajput - [shalini.rajput@icicibank.com](mailto:shalini.rajput@icicibank.com)**