

SVC Co-operative Bank Ltd., formerly known as The Shamrao Vithal Co-operative Bank Ltd., is a trusted institution with a legacy of over 117 years and counting. SVC Bank is one of the leading Multi-State Scheduled Urban Co-operative Bank with total business of ₹ 35,159.31 Crores as on March 31, 2024 and a network of 198 branches spread across 11 States in India.

As a part of our growth journey, we are looking forward to on-board Fresher/Experienced candidates to fill in the following position in our Bank.

Sr. No.	Position	Location, Number of Open Positions and Reporting Authority	Eligibility Criteria (Preferred Age, Qualification, Experience, Job Role)
1.	Retail Banking Sales Officer	<p>Location – <b>Mumbai, Pune, Bengaluru</b></p> <p><b>No. of open positions – 25</b></p> <p><b>Mumbai (Central, Western, Harbour)</b> Borivali, Bandra, Cuffe Parade, Mira Road, Virar, Thane, Kalyan, Mandvi, Vashi, Kurla</p> <p><b>Pune</b> Pimpri Chinchwad, Aundh, Sahakar-Nagar II, Viman Nagar, Hadapsar</p> <p><b>Bengaluru</b> Chamrajpet, Malleshwaram, Jayanagar, J.P.Nagar, Nagnathpuram.</p> <p>Reporting to – <b>CM/DM/AGM-CASA Sales</b></p>	<p><b><u>Preferred Age:</u> Up to 35 years</b></p> <p><b><u>Qualification &amp; Experience:</u></b> MBA/ Post Graduate Diploma of two years full-time or part-time from a recognized University or Institute affiliated to AICTE/ recognized University OR Graduate from a recognized University with minimum 1 - 3 years of experience in Sales in BFSI sector. The candidate should have an ability to understand banking requirements and accordingly build banking relationships.</p> <p><b><u>Selection Criteria:</u></b> Shortlisted candidates who fulfill the above eligibility criteria will have to undergo an aptitude test and thereafter interview will be conducted. Candidates successful in aptitude test and interview will be selected.</p> <p><b><u>Job Role:</u></b></p> <p><b><u>Key Daily Deliverables:</u></b></p> <ul style="list-style-type: none"> <li>• Achieve established sales targets by preparing weekly, fortnightly and monthly sales and lead plans.</li> <li>• Customer profiling – create customer profiles (customer name, age, occupation, family members,</li> </ul>

			<p>birthdays, anniversaries, etc.) and identify sales and service opportunities through these profiles.</p> <ul style="list-style-type: none"> <li>• Deliver excellent customer service that ensures ongoing sales and high level of customer satisfaction.</li> <li>• Work with NTB (new to bank) customers to determine their needs and then recommend the right product and service.</li> <li>• Closely work with Branch Operations team, Product and Marketing while sourcing CASA/TD business.</li> <li>• Develop and cultivate strong buying relationships with customers.</li> <li>• Use Bank literature and available training resources to stay up to date on product features.</li> <li>• Catchment Mapping - Identify and map key areas which meet SVC Bank profile customers.</li> <li>• Conduct activities and lead generation camps in co-ordination with branches and their catchment areas to increase customer reach and sales.</li> <li>• Cross sell opportunities in Advances and TPP for the Bank.</li> </ul> <p><b><u>Key Daily Activities:</u></b></p> <ul style="list-style-type: none"> <li>• Submit DSR to reporting authority on a daily basis</li> <li>• Conduct activities as per plans with reporting authority</li> <li>• Keep oneself updated with regards to changes in product features, fixed deposit rates etc. of SVC Bank and Competition.</li> <li>• Monitor and report on the activities of competitors and potential collaborators and to identify business opportunities and threats</li> </ul>
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If you wish to join the growth story in one of the leading co-operative sector banks, please send in your detailed resume along with photograph to [careers@svcbank.com](mailto:careers@svcbank.com).

Please mention position applied for in the subject line of the e-mail. Also, kindly note the following points:-

- Candidates have to fulfil eligibility criteria as mentioned above.
- Training will be imparted on products, services, policies, communication skills and selling skills.
- Details such as mobile number, e-mail ID mentioned in the resume should be valid and kept active during the recruitment process. These details would be useful for us in sharing instructions regarding interviews, documents, feedback, etc.
- Resume should be shared via e-mail only. No other modes of application will be accepted.
- SVC Bank does not engage any Agents / Agency for recruitment of any on-roll employees.

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