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Relationship Manager

Department: Employee Banking

Job Role:

- Develop and nurture relationships with corporate and business clients for employee banking and payroll solutions, ensuring client satisfaction and retention.
- Act as a consultant, understanding the financial needs of corporate clients, and employees and providing tailored banking solutions.
- Ensure you complete/exceed the set targets for you and the team.
- Cross Sell Cash Management services along with other products within the Bank.
- Prepare proposals for Employee Banking clients as per their need.
- Manage onsite bulk account opening activities and ensure to open accounts within TAT.
- Collaborate with internal teams to ensure seamless delivery of Employee banking services and build the best customer experience.
- Regular customer visits to generate employee banking NTB business.

Eligibility Criteria:

Skills:

- Excellent relationship management skills.
- Self-driven and result oriented.
- Strong analytical and communication skills.

Qualification:

Graduate preferably in the Business domain.

Location:

Karachi, Lahore, Islamabad, Quetta, Hyderabad, Sialkot and Multan

Last date to apply:

14th December, 2023

To apply:

Please share your resumes at recruitment@bankislami.com.pk mentioning 'Relationship Manager' in the subject line.

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