

State Bank of India

Recruitment of Manager Relationship – Financial Institutions, Office of Country Head, US Operations

Position Description: Manager Relationship – Financial Institutions, Office of Country Head, US Operations

Education: The position requires at least a 4-year bachelor degree, preferably with Finance major.

Experience:

Minimum 5 years relevant corporate banking experience and proven record in credit and relationship management with Foreign Banks/ Financial Institutions/ Transaction Services/ Markets at reputable institutions in New York. Understanding of Treasury / Trade / FI products; and regional and international market dynamics with strong analytical skills. Good interpersonal, negotiation and communication skills with pro-active approach and knowledge of the industry best practices.

Responsibilities include:

- Responsible for building relationship with prospective and existing foreign banks, financial institutions & other multilateral agencies.
- Responsible for marketing activities leading to acquisition and growth in business with specific business targets.
- Identify and interface with potential clients - financial institutions / banks in the local US market.
- Provide feedback on latest trends, best practices, emerging areas of engagement and in technology in correspondent banking adopted by foreign banks.
- Analyze CRM / Salesforce data to bring out “white space” analysis and help to pursue areas where the engagement is not currently available.
- Reviewing statements, forecasting review data, developing a meeting agenda format, creating presentations, case documentation and deliverables for clients.
- Active participation in client meetings, documentation and ownership of all notes and action items.
- Review task assignments for each client and work directly with team members to ensure all follow-up and action items as a result of client meetings are documented in Salesforce software and completed within specified time frame.
- Ensure compliance of KYC/AML and other regulatory guidelines in the area of activity(ies).
- Provide complete support, perform other related duties as needed and work closely to develop new relationship and enhance business.

The applicant should have eligibility for employment in US on a long term basis. We don't sponsor any work-related Visas.

Please respond to vppna.nyb@statebank.com and rmamt.usops@statebank.com by January 31,2019