

# SME BANKING OFFICERS

## THE JOB

- Acquisition of new customers to grow the portfolio generate fee income / NI income and maintain product mix
- Manage customer queries and customer requests that come to the Branch for SME-S division and cross sell for the Middle Market Segment
- Manage existing portfolio as assigned and understand their needs and catering to them through suitable products
- Deepen the relationship by cross-selling / up-selling variety of products to improve customer stickiness and improve profitability for the region
- Maintain portfolio standards and manage delinquencies as per targets assigned
- Assist the Business Banking Unit with managing the Middle Market Client
- Periodically map all customer segments and business opportunity that hold potential for SMEs in the assigned branches
- Co-ordinate with central credit team, legal, central ops team to manage credit sanction and credit delivery of files within defined timelines

## THE PERSON

- Full / part qualified in Banking and / or Finance / Credit Management
- Possess minimum 4 years of Banking experience with exposure to credit
- Possess excellent relationship management skills
- Possess sound communication, coordination and negotiation skills
- Possess business acumen
- Be good in planning & organizing

The position is at Junior Executive level

Please login to <https://www.ndbbank.com/careers> to apply on or before **07<sup>th</sup> January 2024**

We will correspond only with the shortlisted applicants  
"We are an equal opportunity Employer"



The future is banking on us

Vice President Human Resources