

SBI Pension Funds

Relationship Manager ? Corporate and Retail

Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2024-25

Job Location

Jamshedpur, Ranchi. Chandigarh , Belagavi ,Amravati, Mumbai, Ahmedabad, Bangalore, Chennai, Pune, Noida, Hyderabad, Jaipur, Gurugram, Nagpur, Surat, Bhopal, Indore, Raipur, Bhubaneswar, Patna, Visakhapatnam, Guwahati, Delhi, Trivandrum, Cochin

Date of Visit

NA

Position Type

Full Time

Expected Hires

20

Sector

NA

CTC

INR 350000 - 450000

Category

Level 2 - General

Description

About SBI Pension Funds Pvt Ltd: SBI Pension Funds Private Limited is a State Bank of India subsidiary. We are one of the largest Pension fund managers managing the funds of the National Pension Scheme. SBI Pension Funds also acts as a Point of Presence (POP). These Point of Presence have designated their identified branches to act as P o P-Service Providers (POP-SP), who will act as an intermediary between the subscriber and NPS.

Roles and Responsibilities

1. The candidate is required to work under the guidance of Territory Manager and convert NPS business for Corporate as well as Retail Channel and achieve the assigned target.
2. The candidate is also required to connect with the respective channel partners (SBI, SBI Life, SBI MF) and generate NPS leads for corporates, agents and retail subscribers.
3. He or She will have to follow-up with the Corporate Nodal Officers (HR Head/ C&B Head/ Finance Head/ CXO/ relevant authority) to conduct NPS awareness sessions for their employees and subsequently set up helpdesk in the corporates for onboarding their employees under NPS.
4. The candidate would also be responsible to service the

clients/ agents and provide them all the support needed at local level with the help of central team.

5. The candidate would be responsible for achievement of PRAN NPS a/c target and AUM - Asset Under Management with SBI Pension Funds.
6. Responsible for conducting online/in-person presentations to senior management/employees and agents.
7. Travel and create product visibility and build business profitability by researching, identifying and capitalising on new opportunities.
8. Total post-deal closure management.
9. Perform any other duties as assigned by the Management.

Skills

1. Good Communication and Interpersonal skills.
2. Customer relationship management & Channel management.
3. Sales planning & Analytical skills.
4. High on integrity and accountability.
5. Knowledge of local language preferred.
6. Good knowledge of MS Office (Excel, PowerPoint, etc)

Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Marketing
2. Human Resources
3. Business Administration & Management
4. Commerce
5. Entrepreneurship
6. Finance & Financial Management
7. Accounting
8. Banking
9. Digital Marketing
10. Finance
11. Marketing
12. Human Resource

Eligibility Criteria

Work Experience Criteria	No work experience based criteria defined yet!
Allowed Genders	[Y] Male students [Y] Female students [Y] Other Genders
Backlogs	Students with any number of ongoing backlogs are eligible

Hiring Workflow

Technical interview	<i>No Venue/Time specified</i>
HR interview	<i>No Venue/Time specified</i>

Additional Info

No additional information