

**ENGAGEMENT of RETIRED OFFICER (Scale III & above) from APGVB to SBI FUNDS MANAGEMENT LTD.**

(Interested officers may send their resumes to [cmfic@apgvbank.in](mailto:cmfic@apgvbank.in) on or before 29-05-2023)

**A. Job Description & Reporting structure of the Nodal Officers**

- i. Reporting Structure: Regional Head (SBI - FML)
  
- ii. Roles & Responsibilities
  - Executing the marketing and the distribution plan for the RRB Bank in the respective location.
  - Relationship management
  - Increase in Market share of the AMC
  - Channel effectiveness & Channel partner relationship management
  - Overall contribution/profitability of the AMC
  - Conducting Investor Awareness Programs
  - Increasing ACEs in their respective RRB.
  
- iii. Skill Set
  - Business Development and Customer Management skill
  - Relationship/People Management Skills
  - Intuitive to customer needs
  - Communication skills, Analytical skills, interpersonal Skills, Liaison Maintaining Capacity, Decision making capability, selling skills and networking skills for achieving
  
- iv. Qualifications & Experience
  - Graduate degree
  - Master's degree/professional qualifications preferred
  - NISM Certified Mandatory before joining

## **B. KRA for the RRB Nodal Officers**

- Net Sales & Additional weightage for business through Digital Tools
- Activation of Branches
- ACE Activation
- SIP Book Size
- Organizing Training for RRB Staff/Officers (ACES/BMs/Controllers)
- Get qualified in Campaigns
- Equity Business as a percentage to total business of the circle
- Growth in focused products
- Net SIP Count incremental

## **C. Remuneration Criteria**

- The structure of the compensation of retired officer could be as approved by SBI A&S dept. or would be mutually negotiated with retired officer and SBI FML

## **D. Selection Process**

- Shortlisted candidates will be interviewed and selection panel will consist of Head SBI Channel/SVP (SBIMF – SBG Channel)/HR/Officer from SBI, A&S dept.

## **E. Location**

Location of Nodal Officer for our bank (ARN – 52714) will be at Warangal.

## **For any clarifications, please contact:**

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