NOTIFICATION

RECRUITMENT OF HUMAN RESOURCE ON FIXED TERM ENGAGEMENT ON CONTRACT BASIS FOR WEALTH MANAGEMENT SERVICES DEPARTMENT IN BANK OF BARODA

We refer to the detailed advertisement dated 30.09.2022 in leading newspapers/ notification on our bank's website inviting applications for various positions in Wealth Management Services Department.

The application window inviting online applications for the following positions has been extended to 30.10.2022 (23:59 hours).

Sr. No. as per Advt dated 30.09.2022	Position
1	Sr. Relationship Manager
2	E-Wealth Relationship Manager
3	Group Sales Head (Virtual RM Sales Head)
4	Operations Head - Wealth

The eligibility criteria, Roles & Responsibilities etc. has been appended below for ready reference. However, the candidates are advised to go through the detailed advertisement, ensuring their eligibility and other details before applying and remitting fees.

Candidates who have already applied for the aforesaid positions/locations need not apply again.

Decision of the Bank in all matters pertaining to selection process shall be final and binding.

DATE: 20.10.2022 **CHIEF GENERAL MANAGER (HRM)**

Position	Sr. Relationship Manager	E-Wealth Relationship Manager	Group Sales Head (Virtual RM Sales Head)	Operations Head - Wealth
Age	Min - 24 Years Max - 40 Years	Min- 23 Years Max-35 Years	Min- 31 Years Max-45 Years	Min: 35 Yrs Max-50 Yrs
Educational Qualification	A Degree (Graduation) in any discipline from a University recognised by the Govt. Of India./Govt. bodies/AICTE Desirable qualification/certification : • 2 years full time Post Graduate Degree / Diploma in Management • Regulatory certifications e.g. NISM/IRDA	A Degree (Graduation) in any discipline from a University recognised by the Govt. Of India./Govt. bodies/AICTE Desirable qualification/certification : • 2 years full time Post Graduate Degree / Diploma in Management • Regulatory certifications e.g. NISM/IRDA	A Degree (Graduation) in any discipline from a University recognized by the Govt. Of India/Govt. bodies/AICTE Desirable qualification : 2 years full time Post Graduate Degree / Diploma in Management	Graduate from Government recognized University or Institution. Preference will be given to candidates having MBA or equivalent degree from reputed Colleges.

Work Experience	Minimum 2 Years of Experience as Relationship Manager in Wealth Management with Public Banks / Private Banks / Foreign Banks / Broking Firms / Security Firms / Asset Management Companies Rich Knowledge and Experience in Mutual funds, Insurance and domain expertise on the products and processes applicable to Non Resident customers is desirable. Proficiency/knowledge in local language/area/market/clients is desirable	Minimum 1.5 Years of Experience as Relationship Manager in Wealth Management with Public Banks / Private Banks / Foreign Banks / Broking Firms / Security Firms / Asset Management Companies is desirable. OR 1.5 years' experience in sales/ services of High Value financial products through digital medium (telephone/video or web) is desirable.	• Minimum 10 Years of relevant work experience in financial services, Investment advisory out of which minimum 5 Years of experience in Wealth Management. • Prior experience of handling virtual Relationship Manager sales centre/outbound sales in call centre, outbound tele-sales • Good understanding of the sales process and compliance for tele sales. • Excellent Knowledge of Investment Products, PMS, Mutual Funds and Insurance • Proven track record of High Performance and Leadership • Should have managed a large team of relationship managers & Team Leads at Regional Level at least for 5 years.	• Minimum 10 years of experience in financial services, investment advisory and private banking out of which minimum 8 years of experience in setting up and Managing Mid Office, Back Office and Branch Operations of Wealth Management set up. • Exposure on CRM platform for Wealth Management is preferred. • Experience in handling trade and data for transactions across asset classes like equity, bonds, mutual funds and alternates. • Should have managed a large operations team in Wealth Management business.

Roles & Responsibilities (indicative & not limiting)	• Will be responsible for revenues on Liabilities and wealth management products • All banking service queries will be passed on to the Customer Service Executive (CSE) • Review customer wealth needs and proactively engage with the customer to validate the understanding of his needs • Review product penetration for the assigned client base, identify potential customers who can be sold tailored products to enhance product penetration • Ensure coverage of all relationships through customer engagements, risk profiling and financial planning • All loans and cross sell referrals will be passed on to the respective units.	• Will be responsible for managing HNI clients from various locations managed from a centralized hub.. • Will be responsible for revenues on Liabilities and wealth management products • All banking service queries will be passed on to the Customer Service Executive (CSE) attached to them. • Review customer wealth needs and proactively engage with the customer to validate the understanding of his needs • Review product penetration for the assigned client base, identify potential customers who can be sold tailored products to enhance product penetration • Ensure coverage of all relationships through customer engagements, risk profiling and financial planning • All loans and cross sell referrals will be passed on to the respective units. • Organize customer events to enhance customer bonding	• Defining and Implementing corporate strategy for the affluent segment in line with corporate vision and plan • Designing market and sales strategy for management of existing client base, tracking and monitoring sales across business lines. • Manage, coach and mentor team in achieving their KRA's and outperforming on the decided benchmarks • Engage with key clients (Individual and corporates) and help in driving key business deals and transactions • Build internal and external relationships to help create business development opportunities • Foster a performance led and ethical culture in the area • Conducting Individual and Joint Performance reviews for all profiles reporting to him /her • Responsible for legal and compliance requirement being met.	• Will be responsible for operations / client service through client service executives • Responsible to evolve effective systems and procedures for effective and efficient client servicing. • Liaise with Senior Relationship Managers, Territory Heads and Group Heads for enhancing customer relationships • Will be responsible for proper roll-out of wealth management solution within the Bank's hierarchy

	• Organize customer events to enhance customer bonding • Acquire new customers through converting referral leads • Ensure that KYC/AML and other compliance norms are strictly adhered to • Complete all mandatory certifications within 90 days of joining the role and continuously keep self-updated on changes in products, processes and compliance / regulatory norms • Provide complete and comprehensive information on products, services, charges etc. proactively to the customer and ensure best services are provided to them • The candidate should have adequate experience in building and managing relationship with High	• Acquire new customers through converting referral leads • Ensure that KYC/AML and other compliance norms are strictly adhered to • Complete all mandatory certifications within 90 days of joining the role and continuously keep self-updated on changes in products, processes and compliance / regulatory norms • Provide complete and comprehensive information on products, services, charges etc. proactively to the customer and ensure best services are provided to them • Must possess sound communication skill.		

	Net Worth Clients [Clients having a minimum Total Relationship Value (TRV) of `.30.00 lakh].			
Nature of Engagement	Contractual Engagement for a period of 5 years, with periodic performance review. The term of engagement may be extended at the option of the Bank.			
Eligibility Criteria to be met as on	01.10.2022			
To Apply	Interested candidates are advised to visit the Bank's website www.bankofbaroda.co.in (Career Page → Current Opportunities) for further details or you may follow the following links for applying for the said posts: Sr. Relationship Manager - https://www.bankofbaroda.in/career/current-opportunities/recruitment-of-sr-relationship-managers-in-wealth-management-services-on-contract-basis E-Wealth Relationship Manager - https://www.bankofbaroda.in/career/current-opportunities/recruitment-of-e-wealth-relationship-managers-in-wealth-management-services-on-contract-basis Group Sales Head (Virtual RM Sales Head) - https://www.bankofbaroda.in/career/current-opportunities/recruitment-of-group-sales-head-virtual-rm-sales-head-in-wealth-management-services Operations Head – Wealth - https://www.bankofbaroda.in/career/current-opportunities/recruitment-of-operations-head---wealth-in-wealth-management-services-on-contract-basis The last date of submission of the application is **30.10.2022 (23:59 hours).**			
All other Terms & Conditions as per Advertisement dated 30.09.2022 shall remain unchanged				