बैंक ऑफ़ बड़ौदा
Bank of Baroda

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 07.01.2022 in leading newspapers/ notification on our bank's website inviting applications for various positions in Wealth Management Services Department.

We further refer to Notification dated 11.04.2022 and 19.04.2022 thereby re-opening the application window for fresh applications for certain positions.

In this regard, it is informed that the application window inviting online applications for the following positions has been re-opened from 23.06.2022 to 29.06.2022 (23:59 hours)

Sr. No. as per Advt dated 07.01.2022	Position
5	NRI Wealth Products Manager
10	Private Banker - Radiance Private

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: 22.06.2022 **CHIEF GENERAL MANAGER (HRM)**

Position	Private Banker – Radiance Private	NRI Wealth Products Manager
Age	Min- 33 Years Max-50 Years	Min - 26 Years Max - 40 Years
Educational Qualification	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 , CFP, CFA or equivalent qualifications	A Degree (Graduation) in any discipline from a University recognized by the Govt. Of India/Govt. bodies/AICTE
Work Experience	• Minimum 12 Years of relevant work experience in financial services, Investment advisory or Private banking out of which minimum 8 Years of experience is in Wealth Management or related profiles • Excellent knowledge of Private Banking products and services including Investments (Mutual Funds, PMS, AIFs, Structured products). Insurance (Life, Health, General), Banking Products (Assets as well as Liabilities), Trusts as well as advisory services etc. • Proven track record of high performance and bespoke relationship management • Excellent connections in the respective private banking markets • Well-versed in terms of Banking regulations, and reforms and developments/changes across the Wealth Management business spectrum	• Minimum 5 years of experience in product management / channel management / relationship management in any Public/ Private/Foreign Banks. • Understanding of process and systems including Investments, core banking, remittances & forex, etc. for NRI Segment. • Excellent communication skills to handle cross-functional teams and vendors • Strong understanding of internal processes and systems • Strong analytical & execution skills • Excellent inter-personal skills to handle cross-functional teams
Roles & Responsibilities (indicative & not limiting)	• Acquisition of new client relationships and development/management of existing Private client relationships(TRV > INR 15 Cr) • Initiates, develops and retains client relationships while contributing actively to business development and financial goals of the bank • Responsible for overall revenue and profitability goals across the mapped private client base • Expected to drive solicitation, presentation, closing and ongoing-management of private banking products across the mapped client base • Liaises with Private Banking product teams to keep abreast of investment and other product offerings and acts as client's window to the private banking services offered the Bank • Responsible for up-to-date compliance, KYC and client profile on all mapped clients • Responsible for creating and owning the Investment Charter/Wealth	• Responsible for managing NRI Investment products (Mutual Funds, Alternate Investment products) including new product launches and product enhancements • Responsible for facilitating NR NTB acquisitions across channels including Branches, Sales and others. • Measuring and driving active customer on-boarding and investment activation across channels • Actively engaging with the NR channel to drive portfolio objectives (CASA growth, Investment product Penetration, book deepening, revenue footprint etc.) • Ensuring on-going competitor analysis for product features and TD rates, etc. • Planning and driving contests and R&R programs to drive business volumes • Coordinating with IT / external vendors for system development and process/platform initiatives • Devising Sales Incentive Plan (SIP) for the NR channel and ensure correct

	Plan for all mapped customers based on assessment of risk tolerance, investment horizon and suitability for each client and marketing appropriate products and services basis the charter • Remains abreast in terms of market trends and developments, customer preferences, and new/innovative products • Contributes to all aspects of the marketing mix including products development, high operational efficiency and bespoke customer service • Independently establishes a meeting system to ensure coverage of the mapped client base, completes meeting reports and establishes a robust follow-up system • Participates, anticipates, enquires, responds, and prepares written presentations and other documents independently • Expected to achieve high levels of service standards and maximize client satisfaction.	computation and pay-outs. Facilitate resolution of queries pertaining to SIP's • Acting as the one-point contact for the International and offshore NR teams and provide ongoing product support on need basis. • Creating / Reviewing / updating of marketing collaterals for NR Products
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	01.01.2022	
To Apply	Interested candidates are advised to visit the Bank's website www.bankofbaroda.co.in (Career Page → Current Opportunities → Recruitment for various positions in Wealth Management Services Department on Fixed Term Engagement on Contract Basis) for further details or you may follow the following link for applying for the said post: https://www.bankofbaroda.in/career/current-opportunities/recruitment-of-various-positions-under-wealth-management-services-department-on-contract-basis The last date of submission of the application is **29.06.2022 (23:59 hours).**	
All other Terms & Conditions as per Advertisement dated 07.01.2022 shall remain unchanged		