

IndusInd Bank

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IndusInd Bank Paid Internship Summer Opportunities For Recent graduates

Description

IndusInd Bank is seeking a dynamic and customer-focused Bank Relationship Manager to join our team. As a Bank Relationship Manager, you will be responsible for cultivating and maintaining strong relationships with our valued clients, offering them a comprehensive range of banking products and services tailored to their financial needs. You will play a pivotal role in driving business growth and ensuring customer satisfaction.

Responsibilities

1. Build and nurture relationships with existing and prospective clients to understand their financial goals and needs.
2. Provide personalized banking solutions and advice to clients, including accounts, loans, investments, and insurance products.
3. Actively cross-sell and upsell the bank's products and services to meet individual and team sales targets.
4. Conduct financial assessments and recommend suitable banking solutions based on clients' financial situations.
5. Process client transactions, account openings, and loan applications with precision and compliance.
6. Stay up-to-date with industry trends and market conditions to provide clients with relevant financial advice.
7. Resolve client inquiries, concerns, and issues promptly and professionally.
8. Collaborate with internal departments to ensure the smooth delivery of banking services.
9. Maintain accurate records of client interactions and transactions.
10. Comply with all regulatory and compliance standards to ensure a high level of integrity and professionalism.

Qualifications

- Bachelor's degree in Finance, Business, or a related field (MBA preferred).
- Minimum of 3 years of banking or financial services experience.
- Proven track record of achieving sales targets and delivering exceptional customer service.
- Strong knowledge of banking products and financial markets.
- Excellent communication, negotiation, and interpersonal skills.
- Proficiency in computer applications and banking software.
- Ability to work independently and as part of a team.

Experience

Minimum 3 years of banking or financial services experience.

Skills

- Sales and relationship management skills.
- Financial analysis and advisory skills.

Hiring organization

IndusInd Bank

Employment Type

Intern

Duration of employment

6 months

Industry

Financial services

Job Location

Mumbai, Maharashtra, India, 400001, Mumbai, Maharashtra, India

Working Hours

8

Base Salary

10

Date posted

July 8, 2025

Valid through

20.09.2027

- Strong communication and interpersonal skills.
- Compliance and regulatory knowledge.
- Problem-solving and decision-making abilities.
- Attention to detail and organizational skills.

Job Benefits

For inquiries or to apply for this position, please send your resume and a cover letter to premium.care@indusind.com. For additional information, you can also contact our HR department at 1860 267 7777 . We look forward to hearing from you and potentially having you join our team at IndusInd Bank.