

UTKAL GRAMEEN BANK, HEAD OFFICE, BOLANGIR
DEPUTATION/RECRUITMENT OF EXISTING/RETIRED EMPLOYEES OF UGB
TO SBI FUNDS MANAGEMENT LTD.

Applications, along with **Resumes**, are invited from existing as well as retired Officers of Utkal Grameen Bank to be deputed/recruited as NODAL OFFICER to SBI Funds Management Ltd in order to provide resources to drive Mutual Fund Business through RRBs.

Last date of receipt of such application is dt-**10.05.2023**.

Address for submission of applications/Resumes:

Utkal Grameen Bank, Head Office, Door Sanchar Bhawan, Near New Bus Stand, Po/Dist: Bolangir, Odisha Pin:767001.

Eligibility and other details:

A.

Job Description & Reporting structure of the Nodal Officers
Reporting Structure: Regional Head(SBIFML)
Roles & Responsibilities <ul style="list-style-type: none"> • 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.
Skill Set <ul style="list-style-type: none"> • Business Development and Customer management skills • Relationship/People management Skills • Intuitive to customer's needs • Communication skills, Analytical skills, interpersonal skills, Liason maintaining Capacity, Decision making capability, selling skills and networking skills for achieving
Qualifications & Experience <ul style="list-style-type: none"> • Graduate degree • Masters degree/professional qualifications preferred • NISM Certified(mandatory before joining)

B.The KRA for RRB Nodal Officers will be:

SL NO	Key Responsibility Areas
1	Net Sales & Additional weightage for business through Digital Tools
2	Activation of Branches
3	ACE Activation
4	SIP Book Size(Amt)
5	Organising Training for RRB Staff/officers(ACEs/BMs/Controllers)
6	Get qualified in campaigns
7	Equity Business as a percentage to total business of the circle
8	Growth in focused products
9	Net SIP Count incremental

C. Remuneration & Reporting Structure:

- For Employees of the RRB:- applicable salaries & Allowances
- For Retired employees:-The Structure of the compensation of retired people could be as approved by SBI A&S dept for the retired employees who are deputed to RRBs or would be mutually negotiated with retired employees and SBIMF.
- Reporting structure: Regional Head (SBIFML)

D. Selection Process:

- SBI Funds Management will communicate to SBI A&S department the locations where nodal officers are required.
- SBI A&S Department will share the resume of the eligible candidates.
- Shortlisted candidate will be interviewed and the selection panel will consist of Head SBI Channel/SVP (SBIMF-SBG Channel)/HR/Officer from SBI, A&S dept.

E. Location of Posting:

- Utkal Grameen Bank, Head Office, Bolangir