

## **Job Description: Relationship Manager- Construction Finance**

### **PRIMARY JOB RESPONSIBILITIES (MINIMUM 6)**

- Maintaining Key Account Relationships & End to End client relationship across the tenor of the Real estate loan.
- Monitoring Portfolio on a monthly basis in conjunction with Risk team, with respect to event of default & escrow mechanism
- Open up new markets for sourcing in/around allocated Region.
- Establish tie-up with leading real estate consultants.
- Collection of Information from Proposed Borrower and Site Visits
- Co-ordinate & liaise with credit, legal & technical teams for faster TAT
- Ensuring delinquency is within limits as assigned

### **ESSENTIAL SKILLS / COMPETENCIES**

- Should be a positive mind-set person with a good attitude and temperament
- Communication
- Good Interpersonal Skill

### **EDUCATION**

- CA or MBA, Equivalent Degree

### **TOTAL EXPERIENCE REQUIRED**

- At least 3 years relevant experience