

# CAMPUS RECRUITMENT



**2024-25**

## Roles being offered

- Relationship Manager – I / Banking Manager
- Relationship Manager – II / Senior Banking Manager

## Eligibility Criteria

- Final Semester/Year in BBA, MBA, B-Tech, M-Tech, BCOM, MCOM, BCA, MCA only
- Candidates without any arrears, at the time of attending the interview with 60% of aggregate.



# SELECTION PROCESS

Based on the overall performance of the candidate in the selection process, one of the above mentioned cadres may be offered.



The selection process comprises the following steps:-

## Step1

MCQ Aptitude Test consisting of 60 questions to be answered in 60 minutes

## Step2

Descriptive test with 2 questions, of which one needs to be answered, in 30 minutes

## Step3

Personal Interview

## Step4

Psychometric Test for the shortlisted candidates from the previous process

## Career Path



Relationship Manager I  
Banking Manager  
Probation (18 Months) ->  
Confirmed Employee



Relationship Manager II  
Senior Banking Manager  
Probation (18 Months) ->  
Confirmed Employee



Branch Development  
Manager/Assistant Manager  
Probation 1 year ->  
Confirmed Employee

## Work Location

The selected candidate may be posted to work in any of the Bank's branches/Departments in India. The jobs are transferable periodically and/or as per Administrative/Official requirements



# Career Growth Opportunities

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## **Relationship Manager – I / II & Banking Manager / Senior Banking Manager**

are eligible for promotion after 1.5 years (On Confirmation) of service. Speedier opportunities for those who complete JAIB/DBF.

# Roles and Responsibilities of Relationship Managers

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- Sales of the Banks products and services.
- Develop and nurture relationship with existing customers, to generate new business from them.
- Originate and acquire new leads from existing customers and other sources, to convert into business for the branch, by means of marketing calls and customer visits.
- Cross selling of third party products like insurance, to existing customers.
- Lead generation for Current and Savings Accounts- CASA to new customers and increase of balance with existing customers.
- Lead generation for various loan products like housing loan, Jewel loan, vehicle loan, personal loan etc.
- Regular calls and visits to customers and leads for relationship building.
- Responsible for timely processing of bank transactions like Account Opening, fund transfer, cheques etc.
- Ensuring timely resolution of customer queries and improving customer relationship through good service.
- Responsible for handling day to day branch operations and efficiently handling all branch operation related tasks.
- Compliance to the banks rules, internal guidelines, systems and procedures.
- Effectively and efficiently handling any assignment given by the Branch Manager or Management from time to time.

# Roles and Responsibilities of Banking Officer/Sr. Banking Officer

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- As there are many departments and support functions across the Bank, the roles and responsibilities of the employee posted to such departments shall be assigned to them by the department head upon their joining.



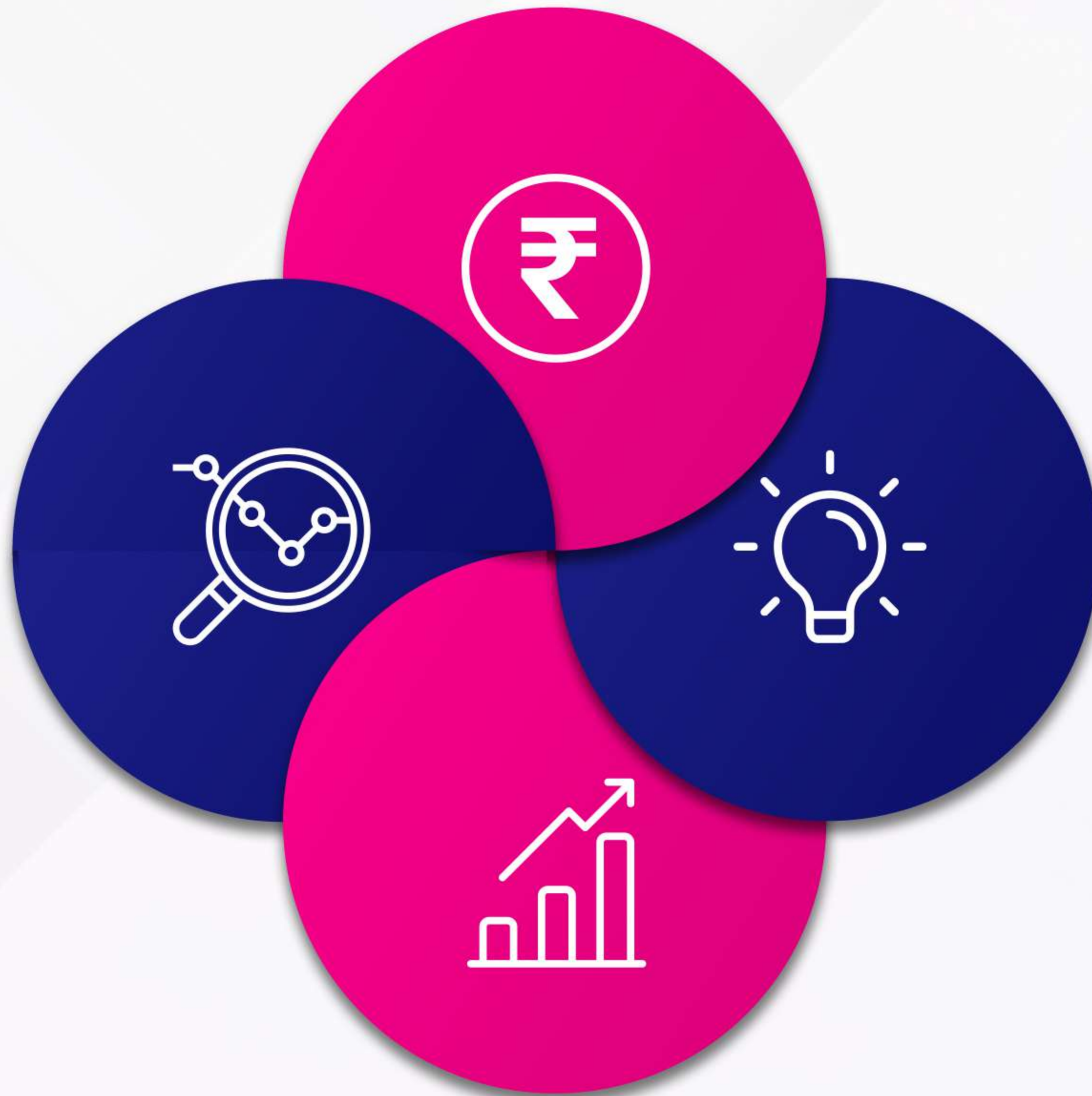
**Note:** The candidate if found suitable for one of the Bank's Department, will be required to handle responsibilities as applicable to the department.

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# COMPENSATION

During the probation period, the compensation of employees will be as below:



## Relationship Manager I / Banking Officer

- Fixed CTC\*  
₹ 3,00,000/-
- Variable CTC\*  
₹ 1,32,000/-
- Total CTC\*  
₹ 4,32,000/-

## Relationship Manager II / Sr. Banking Officer

- Fixed CTC\*  
₹ 3,60,000/-
- Variable CTC\*  
₹ 1,44,000/-
- Total CTC\*  
₹ 5,04,000/-

- **Fixed CTC** – Guaranteed compensation & Benefits
- **Variable CTC** – For Branch employees will be linked with achieving the individual business targets.
- For department employees, will be linked with their KRA & KPI.

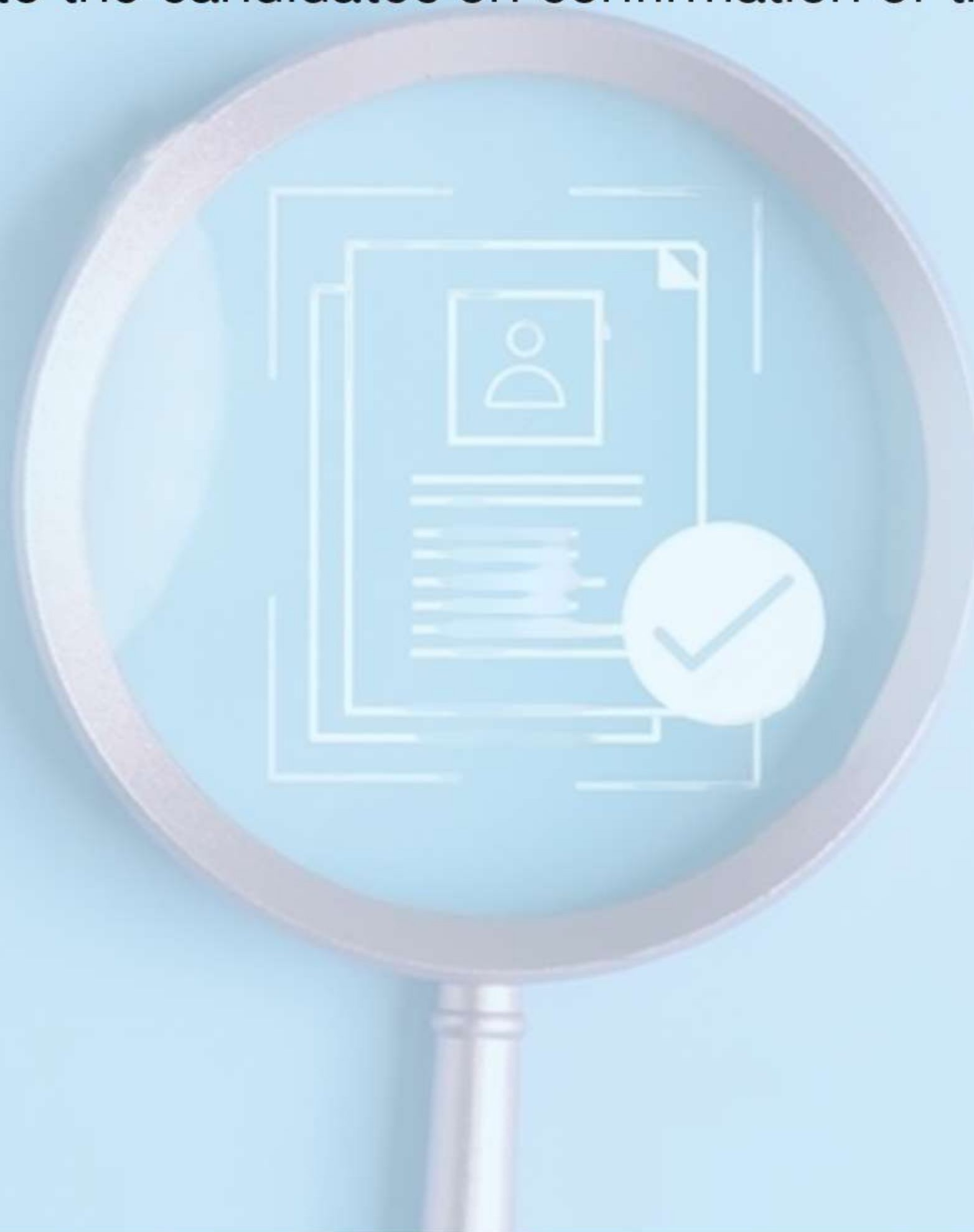




# Other Details and Joining Formalities

- Offer letters will be sent to the selected candidates in due course. The offer will be conditional and shall be valid only if the candidate meets all the qualifications requirement of the cadre for which they are recruited.
- The candidate will be called for pre-induction program at one of our training facilities. The program generally will be for 2 to 3 weeks.
- During the pre-induction program, the selected candidates will have to submit their educational documents for verification. A detailed list of documents to be submitted will be enclosed in the training intimation given to the selected candidates.

At the time of joining, all candidates will be required to place a Fixed Deposit, for Rs.25,000/- in their name for a period of 2 years and discharge the same to us. The FDR will be returned to the candidate on confirmation of the services in the Bank. In case the selected candidate is unable to place a Fixed Deposit, the candidate may request for submission of his/her educational certificates as security. The management, based on the validity of the candidate's request, may accept his /her request. The educational certificates, if accepted, will be returned to the candidates on confirmation of their services in the Bank.



To know more about CUB  
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