



**The Zoroastrian Co-operative Bank Limited**  
**(Multi-State Scheduled Bank)**  
*The Bank that is Big on Tradition & Trust*

**JOB PROFILE OF RELATIONSHIP MANAGERS –**  
**RETAIL / MSME**

<b>EDUCATION</b>	:	MBA's with good academic track record and flair for Sales / Marketing
<b>RETAIL / MSME</b>	:	Sourcing Retail and MSME Loans viz. Home Loan, Vehicle Loan, Education Loan, Loan against Property, Project Loans, Working Capital Loans, etc.
<b>CTC (Annual)</b>	:	As per industry standards
<b>GENERAL</b>	:	<ul style="list-style-type: none"><li>• Customer Connect – Nurturing Banking Relationships with Customers</li><li>• Cross-selling Liability and Third Party Products. (Deposits, Mutual Funds, Insurance Products, etc.)</li></ul>
<b>CAREER PATH</b>	:	Good performers shall have ample growth opportunities in the Bank like leading teams of RMs, leading Branches / Business verticals.