# State Bank of India

CENTRAL RECRUITMENT & PROMOTION DEPARTMENT,
CORPORATE CENTRE, MUMBAI
(Phone : 022-2282 0427; Fax : 022-2282 0411; E-mail : crpd@sbi.co.in)

## ADVERTISEMENT NO. CRPD/SCO-WM/2016-17/10

# RECRUITMENT OF OFFICERS IN SPECIALISED POSITIONS FOR WEALTH MANAGEMENT IN STATE BANK OF INDIA

**1. Online Registration of Application starts from : 25.11.2016**
**2. Last date for Online Registration of Application & Payment of Fees : 12.12.2016**
**3. Last date for receipt of the print out of Online application along with enclosures at SBI, CRPD, Corporate Centre, Mumbai: 16.12.2016**

State Bank of India invites Online applications from Indian citizens for appointment in following Positions in Specialist Cadre for wealth management in State Bank of India on contract basis. Candidates are requested to apply Online through link given in **"careers with us"** section of Bank's website **www.statebankofindia.com** or **www.sbi.co.in**

**PLEASE NOTE THAT**

1. A candidate can apply for more than one post separately under this project, subject to full filling the eligibility criteria
2. The process of Registration of application is completed only when fee is deposited with the Bank through Online mode on or before the last date for fee payment.
3. Before applying, candidates are requested to ensure that they fulfill the eligibility criteria for the post as on the date of eligibility. Shortlisting & interview will be purely provisional without verification of documents. Candidature will be subject to verification of details/documents when the candidate reports for interview if called.
4. Candidates are advised to check Bank's website **www.statebankofindia.com** or **www.sbi.co.in** for details and updates.

**VACANCIES AND OTHER DETAILS IN RESPECT OF VARIOUS POSTS AS DETAILED BELOW:**

| Sr. No. | Position (Contractual Engagement) | Category-wise vacancies (Including shortfall/backlog of unfilled vacancies) | | | | | | AGE (Years) as on 01.12.2016 | | Minimum Educational Qualification as on 01.12.2016 | Post Qualification Experience as on 01.12.2016 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Gen | OBC | SC | ST | Total | OH | Min | Max | | |
| 1 | Acquisition Relationship Managers | 16 | 9 | 6 | 3 | 34 | - | 22 | 35 | Graduate from Government recognized University or Institution. | Minimum 2 years of experience as a Relationship Manager in Wealth Management. |
| 2 | Relationship Managers | 20 | 18 | 11 | 6 | 55 | 1 | 23 | 35 | Graduate from Government recognized University or Institution. | Minimum 3 years of experience as a Relationship Manager in Wealth Management. |
| 3 | Relationship Manager (Team Lead) | 1 | - | - | - | 1 | - | 25 | 40 | Graduate from Government recognized University or Institution. | Minimum 4 years of experience as a Relationship Manager in Wealth Management. Experience as a Team Lead is preferred. |
| 4 | Zoanl Head / Senior RM-Sales (Corporate & SMEs) | 1 | - | - | - | 1 | - | 30 | 50 | Graduate from Government recognized University or Institution. | Minimum 10 years experience in Managing Sales in Wealth Management/ Corporate Banking/Investments in the Financial services industry. Minimum 5 years experience in Corporate Sales |
| 5 | Zoanl Head / Senior RM-Sales (Retail HNI) | 2 | - | - | - | 2 | - | 30 | 50 | Graduate from Government recognized University or Institution. | Minimum 10 years experience in Managing Sales in Wealth Management/ Retail Banking/Investments in the Financial services industry. |
| 6 | Compliance Officer | 1 | - | - | - | 1 | - | 25 | 40 | Graduate from Government recognized University or Institution. | Minimum 5 years overall experience in Wealth Management industry and minimum 3 yrs experience in compliance in Wealth Management |
| 7 | Investment Counsellors | 5 | - | 2 | 2 | 9 | - | 23 | 35 | Graduate from Government recognized University or Institution, preferably possessing the minimum qualifications and certifications mandated by SEBI for Investment Advisers under SEBI Investment Advisers Regulations would be preferred, CFP qualification may be an added advantage | Minimum 3 years of experience as an Investment advisor/ counsellor / part of Product Team in Wealth Management. Following skills are preferred: ● Good knowledge on investments and markets across asset classes ● Experience in managing and advising client portfolios ● Good knowledge on asset allocation and re-balancing techniques ● Superior presentation skills & other core competencies like leadership and team work Experience in managing and on-boarding products - fixed income, equity & alternates |

**Above are positions on contract basis with provisions for termination from either side by giving 3 months notice. The selected candidates will be required to sign an employment contract.**

**Depending upon the Bank's requirement the above vacancies may be available at one or more of the following centres :**
**Bengaluru, Delhi, Mumbai, Pune, Chennai, Hyderabad, Ahmedabad, Bhopal, Kochi, Thiruvananthpuram**

**Category :** GEN-General, SC- Scheduled Caste, ST- Scheduled Tribe, OBC- Other Backward Classes, PWD- Persons with Disability, OH- Orthopedically Handicapped.

**Please note that change of category will not be permitted at any stage after registration of online application.**

**NOTE :**

1. Candidates belonging to OBC category but coming in the 'creamy layer' are not entitled to OBC reservation and age relaxation. They should indicate their category as 'GENERAL' or GENERAL (OH), as applicable.
2. Caste certificate issued by Competent Authority on format prescribed by the Government of India will have to be submitted by the SC/ST candidates, if called for interview.
3. A declaration will have to be submitted in the prescribed format by candidates seeking reservation under OBC category stating that he/she does not belong to the creamy layer as on 01.12.2016. OBC certificate containing the 'Non-creamy layer' clause, issued during the period 01.04.2016 to the date of interview, should be submitted by such candidates, if called for interview.
4. The number of vacancies including reserved vacancies mentioned above are provisional and vary according to the actual requirement of the Bank.
5. Maximum age indicated is for General category candidates. Relaxation in upper age limit will be available as detailed under:
   **Relaxation in upper age (for reserved vacancies): For:- SC/ST-5 Years; OBC-3 Years; PWD(SC/ST)-15 Years; PWD(OBC)-13 Years; PWD(GEN)-10 Years**

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**A. JOB PROFILE :**

| Position | Job Profile in brief | |
|---|---|---|
| **Acquisition Relationship Managers** | Acquiring, nurturing, growing and strengthening relationship within the Affluent and HNI segment of customers in order to meet business objectives | Any other matter, as may be entrusted by the Bank from time to time |
| **Relationship Managers** | ■ Acquiring, nurturing growing and strengthening relationship within the Affluent and HNI segment of customers in order to meet business objectives<br>■ Cross Selling a range of Investment and Insurance products to these customers in order to meet their financial planning objectives and thus attaining the revenue objectives of the Wealth Management business<br>■ Focusing on increasing the Total Relationship Value (TRV) and Assets Under Management (AUM) of customers as per the business objectives | |
| **Relationship Managers (Team Lead)** | ■ Managing a team of Relationship Mangers for the Wealth Management Business and ensuring the team achieves targets.<br>■ Acquiring, nurturing growing and strengthening relationship within the Affluent and HNI segment of customers in order to meet business objectives<br>■ Cross Selling a range of Investment and Insurance products to these customers in order to meet their financial planning objectives and thus attaining the revenue objectives of the Wealth Management business<br>■ Focusing on increasing the Total Relationship Value (TRV) and Assets Under Management (AUM) of customers as per the business objectives | |
| **Zonal Head - Sales (Corporate & SMEs)** | ● Managing a Wealth Management Corporate and SME Sales in the Zone allocated<br>● Focusing on increasing the Total Relationship Value (TRV) and Assets Under Management (AUM) of customers as per the business objectives | |
| **Zonal Head - Sales (Retail HNI)** | ● Managing a Wealth Management Retail Sales in the Zone allocated<br>● Focusing on increasing the Total Relationship Value (TRV) and Assets Under Management (AUM) of customers as per the business objectives | |
| **Compliance Officer** | Ensuring Compliance of the Wealth Management Business Activities with the Regulatory and Internal Compliance Guidelines | |
| **Investment Counsellors** | ■ Advising clients on range of financial services products.<br>■ Assisting the Relationship Manager in providing expert opinion regarding investments.<br>■ Work closely with RMs for creation and implementation of financial plans.<br>■ Conduct a Financial Needs Analysis and Risk Profiling for customers of the Bank.<br>■ Periodic portfolio reviews for all customer. | |

B. **REMUNERATION :** Remuneration offered will be on CTC basis and is negotiable based on candidate's qualifications, experience and overall suitability for the respective posts.

**C. SELECTION PROCEDURE :**

Selection will be based on Short listing and Personal Interview.

**Interview :** Adequate number of candidates as decided by the Bank will be shortlisted based on their qualification, experience and overall suitability for Interview. The qualifying marks in Interview will be as decided by the Bank.

**Merit List :** Merit list for selection will be prepared in descending order on the basis of scores obtained in interview only. In case more than one candidate score the cut off marks [common mark at cut off point], such candidates will be ranked according to their age in descending order, both in the select list as well as in the wait list.

**D. HOW TO APPLY :**

● Candidates should have valid email ID which should be kept active till the declaration of results. It will help him/her in getting call letter/interview advices etc. by email.

a) GUIDELINES FOR FILLING ONLINE APPLICATION :

i) Candidates will be required to register themselves online through Bank's website **www.statebankofindia.com** or **www.sbi.co.in** and pay the application fee using debit card/ credit card/ Internet Banking etc.

ii) Candidates should first scan their latest photograph and signature. Online application will not be registered unless candidate uploads his/her photo and signature as specified.

iii) Candidates should visit Bank's website **www.statebankofindia.com** or **www.sbi.co.in** and open the appropriate Online Application Format, available in the 'Recruitment link'.

iv) Candidates should fill the application carefully. Once the application is filled in completely, candidate should submit the data. In the event of candidate not able to fill the data in one go, he can save the data already entered. When the data is saved, a provisional registration number and password will be generated by the system and displayed on the screen. **Candidate should note down the registration number and password.** They can re-open the saved data using registration number and password and edit the particulars, if needed. This facility will be available for three times only. Once the application is filled in completely, candidate should submit the data and proceed for online fee payment.

**b) PAYMENT OF FEES :**

i) Application fees and Intimation Charges (Non-refundable) Rs. 600/- for General and OBC candidates; Rs.100/- (Intimation charges only) for SC/ST/PWD candidates.

ii) Fee payment will have to be made online through payment gateway available thereat.

iii) After ensuring the correctness of the particulars of the application form candidates are required to pay fees through the payment gateway integrated with the application. No change/edit will be allowed thereafter.

iv) The payment can be made by using debit card / credit card / Internet Banking etc. by providing information as asked on the screen. Transaction charges for online payment, if any, will be borne by the candidates.

v) On successful completion of the transaction, e-receipt and application form with the date entered by the candidate will be generated, which should be printed and retained by the candidate.

vi) If the online transaction is not successfully completed, please register again and make payment online.

vii) There is also a provision to reprint the e-Receipt and Application form containing fee details, at later stage.

**c) Copies of the application (registered online) along with photocopies of (i) ID proof (ii) Proof of Date of Birth (iii) Educational Certificates: Mark-Sheets/Degree Certificate (iv) Experience certificates (v) Brief resume [mentioning present annual CTC (fixed+variable = _____) with evidence] (vi) e-Receipt for fee payment (vii) SC/ST certificate, OBC (With Non creamy layer clause) certificate, PWD certificate as applicable should be sent to "State Bank of India, Central Recruitment & Promotion Department, Corporate Centre, 3rd Floor, Atlanta Building, Nariman Point, Mumbai - 400 021" by post so as to reach us on or before 16.12. 2016.**

**In case of non-receipt of photo copies of online application with required documents by the aforesaid date, their candidature will not be considered for short listing and interview.**

**E) GENERAL INFORMATION :**

i) Candidates should satisfy themselves about their eligibility for the post applied for.

ii) Candidates serving in Govt./Quasi Govt. offices, Public Sector undertakings including Nationalised Banks and Financial Institutions are advised to submit 'No Objection Certificate' from their employer at the time of interview, failing which their candidature may not be considered and travelling expenses, if any, otherwise admissible, will not be paid.

iii) In case of selection, candidates will be required to produce proper discharge certificate from the employer at the time of taking up the appointment.

iv) Candidates are advised in their own interest to apply online much before the closing date and not to wait till the last date to avoid the possibility of disconnection / inability / failure to log on to the website on account of heavy load on internet or website jam.

v) SBI does not assume any responsibility for the candidates not being able to submit their applications within the last date on account of aforesaid reasons or for any other reason beyond the control of SBI.

vi) IN CASE IT IS DETECTED AT ANY STAGE OF RECRUITMENT THAT A CANDIDATE DOES NOT FULFIL THE ELIGIBILITY NORMS AND / OR THAT HE / SHE HAS FURNISHED ANY INCORRECT / FALSE INFORMATION OR HAS SUPPRESSED ANY MATERIAL FACT(S), HIS / HER CANDIDATURE WILL STAND CANCELLED. IF ANY OF THESE SHORTCOMINGS IS / ARE DETECTED EVEN AFTER APPOINTMENT, HIS /HER SERVICES ARE LIABLE TO BE TERMINATED.

vii) Candidates are advised to keep their e-mail ID alive for receiving advices, viz. call letters/ Interview date advices etc.

viii) DECISIONS OF BANK IN ALL MATTERS REGARDING ELIGIBILITY, CONDUCT OF INTERVIEW, OTHER TESTS AND SELECTION WOULD BE FINAL AND BINDING ON ALL CANDIDATES. NO REPRESENTATION OR CORRESPONDENCE WILL BE ENTERTAINED BY THE BANK IN THIS REGARD.

ix) Outstation candidates, called for interview will be paid AC III Railway fare (Mail/Express)by the shortest route in India or actual expenses, (if travelled by other modes), whichever is less. Local travelling expenses will not be paid.

x) Appointment of selected candidate is subject to his/her being declared medically fit as per the requirement of the Bank. Such appointment will also be subject to the service and conduct rules of the Bank for such post in the Bank, in force at the time of joining the Bank.

xi) Any legal proceedings in respect of any matter of claim or dispute arising out of this advertisement and/or an application in response thereto can be instituted only in Mumbai and courts/tribunals/ forums at Mumbai only shall have sole and exclusive jurisdiction to try any cause/dispute.

**CANVASSING IN ANY FORM WILL BE A DISQUALIFICATION**

**Mumbai,**
**Date: 25.11.2016**

**GENERAL MANAGER**

**The Bank is not responsible for printing errors, if any**