

Recruitment Advertisement for the post of Relationship Manager

Tamilnad Mercantile Bank Ltd., one of the leading old Private Sector Banks, on a high growth path invites applications from dynamic and result oriented individuals for the following post.
Please read all the details, information and instructions carefully.

❖ Relationship Manager

Opening date for registering Online e-application – 23.09.2026

Closing date for registering Online e-application – 07.10.2026

Candidates are requested to apply only ON-LINE through TMB's website https://apps.tmbdigital.bank.in/tmb_careers/. No other mode of submission of application will be accepted by the Bank.

Register your correct email ID/ Mobile Number while creating User ID.

Relationship Manager (In the rank of Manager / Assistant Manager)	
Educational Qualification	Any Graduation or Post Graduation in first class (60% Marks) in any discipline under regular stream from a recognized university.
Age	Not more than 35 years as on 31.08.2026
Cadre	Manager / Assistant Manager
Experience	For Manager – At least 3 years of relevant experience in a Bank in sourcing / Processing loans / MSME Loans / retail loans For Assistant Manager - At least 2 years of relevant experience in a Bank in sourcing / Processing loans / MSME Loans / retail loans
Tenor	Regular Basis
Others	No vigilance case or adverse observation from RBI/Statutory Authority, shall be pending against the candidate identified for appointment as Relationship Manager
Place of posting	Anywhere in India

Roles & Responsibilities

- ❖ Build and maintain strong customer relationships
- ❖ Acquire new customers and generate business opportunities
- ❖ Promote banking products such as CASA, loans, insurance, and investment products
- ❖ Achieve assigned sales and business targets
- ❖ Cross-sell and upsell various banking products and services / Third Party Products
- ❖ Provide excellent customer service and resolve customer queries
- ❖ Handle customer portfolio management and relationship servicing
- ❖ Ensure proper KYC compliance and documentation process
- ❖ Coordinate with internal teams for smooth customer onboarding and service delivery
- ❖ Conduct field visits and customer meetings for business development
- ❖ Maintain regular follow-up with customers for retention and business growth
- ❖ Stay updated with banking products, policies, and market trends
- ❖ Assess Customer Background and Risk (CIBIL, CRILC, Acc. Aggregator)
- ❖ Conduct Customer Property and Collateral Verification using Proplegit (In case of Home Loans)
- ❖ Provide end-to-end banking services
- ❖ Visit Accounts in SMA 0, 1, 2 and Update Status (to accompany Collection officer)
- ❖ Any other duties assigned by the Bank from time to time

Procedure of Selection:

The shortlisted candidates should appear for interview. They will be called for personal interview through Direct / Video Conferencing. The mode of interview, date and time will be communicated to the eligible candidates individually.

Application Fee: Nil

General Conditions:

- The posting will be at **Anywhere in India**
- Canvassing in any form will be a disqualification.
- The job role and location is subject to transferable based on requirements
- The online application should be submitted on or before **07.10.2026**

How to apply:

Before applying online, candidates should go through the detailed advertisement by clicking the “**Download Advertisement**” available under the title “**Recruitment Advertisement – Relationship Manager**” in our website (https://apps.tmbdigital.bank.in/tmb_careers/) and ensure the eligibility before applying for the said post.

The eligible candidates are required to have a valid personal email ID and Contact number. It should be kept active till completion of this recruitment project. Bank may send call letters for personal interview and/ or Selection Process on the registered Email ID. In case, a candidate does not have a valid personal Email ID, he/ she should create his/ her new email ID before applying.

- ✓ Candidates are requested to log on to the Bank’s website (https://apps.tmbdigital.bank.in/tmb_careers/). Click “**Apply Online**” and register themselves for the appropriate post.
- ✓ On successful registration, the activation link will be sent to the registered E-mail ID of the candidates and the Registration Number and Password will be sent to the registered mobile number for applying online. **Candidates should note this Unique Registration Number and Password for future reference failing which they will not be able to proceed further.**
- ✓ Now, Candidates have to click the activation link, which will be sent to the registered E-mail ID and it will direct to the Careers portal.
- ✓ The candidate should login with the Application number (Registration Number/ Username) and password in the right side of the career portal. Candidates should fill all the details in the online application at appropriate places very carefully and click “Save/ Continue” to continue the filling on every page. The name of the candidate or his/ her father/ husband etc. should be spelt correctly in the application as it appears in the certificate/ mark sheets. Any change/ alteration found may disqualify the candidature.
- ✓ Candidates are required to upload their photograph with the dimension of 390 X 520 pixels (preferred) and ensure the size of the scanned image is not more than 120 KB.
- ✓ Signature in Capital letters shall NOT be accepted. Candidates are upload their signature with the dimension of 240 X 240 pixels (preferred) and ensure the size of the scanned image is not more than 60 KB.
- ✓ The following enclosures to be uploaded along with the e-application and ensure the size of the scanned image is not more than 250 KB.
 - Self-attested photo copy of SSLC or Higher Secondary Mark Sheet/Transfer Certificate for age proof.
 - Self-attested photo copy of Degree Certificate/s.

- Experience certificate/s and Relieving Letter for previous employments
 - Last Month Salary Slip.
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- ✓ On successful submission of the Online Application form, click confirm/ submit on bottom of the page and a message "Registration is successful" will be displayed.
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 - ✓ Kindly note that the candidates are advised to adhere to the eligibility conditions given strictly. Any information found to be wrong or any candidate found ineligible at any stage of the process or later will result in disqualification of the candidate.

Disclaimer:

Please note that the e-applications with incorrect / incomplete particulars or without copies of certificates attached as required above are liable to be rejected.

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Relationship Manager (In the rank of Manager / Assistant Manager)	
Educational Qualification	Any Graduation or Post Graduation in first class (60% Marks) in any discipline under regular stream from a recognized university.
Age	Not more than 35 years as on 31.08.2026
Cadre	Manager / Assistant Manager
Experience	For Manager – At least 3 years of relevant experience in a Bank in sourcing / Processing loans / MSME Loans / retail loans For Assistant Manager - At least 2 years of relevant experience in a Bank in sourcing / Processing loans / MSME Loans / retail loans
Tenor	Regular Basis
Others	No vigilance case or adverse observation from RBI/Statutory Authority, shall be pending against the candidate identified for appointment as Relationship Manager
Place of posting	Anywhere in India

Roles & Responsibilities

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Be a step ahead in life

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Please read all the details, information and instructions carefully.

❖ Senior Relationship Manager

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Senior Relationship Manager (In the rank of Senior Manager / AVP)	
Age	Minimum – 28 years and not more than 38 years as on 31.08.2026 However, in deserving cases the age may be relaxed.
Educational Qualification	Any Graduate / Post Graduate from a recognized university under regular curriculum.
Experience/ Eligibility	Five years of work experience in sourcing / processing loans / MSME loans, out of which three years of experience as Relationship Manager.
Tenor	Regular basis
Remuneration	As applicable to regular officers (SM / AVP)
Others	No vigilance case or adverse observation from DAC/ Vigilance/ RBI/ Statutory Authority, shall be pending against the candidate for appointment as Senior Relationship Manager in the rank of SM / AVP
Place of posting	Anywhere in India

Roles and Responsibilities of Senior Relationship Managers:

- ✓ To proactively identify and approach potential clients with substantial credit requirements, building a strong network.
- ✓ To cultivate existing business relationships with customers.
- ✓ To Nurture relationships with existing high-value customers, understanding their evolving needs, and identifying opportunities for cross-selling and upselling credit products and services.
- ✓ To achieve and exceed annual revenue and business targets, increasing the share in the high-value credit segment.
- ✓ To guide new clients through a seamless and efficient onboarding process.
- ✓ To oversee and manage the allotted high value Credit portfolio, including servicing the requirements of the customers, maintaining the asset quality of the portfolio.
- ✓ To expertly negotiate credit terms, conditions, interest rates, and loan agreements with clients.
- ✓ To ensure high quality customer service and review customer complaints in order to maintain customer satisfaction and increase the business.
- ✓ To contribute to the development and implementation of strategies to expand the client base and deepen relationships.
- ✓ To prepare and present reports on account performance, sales activities, and market insights.
- ✓ To actively participate in industry events and networking to expand professional connections and attract new clients.
- ✓ Any other roles that may be assigned by the Bank.

Procedure of Selection:

The shortlisted candidates should appear for interview. They will be called for personal interview through Direct / Video Conferencing. The mode of interview, date and time will be communicated to the eligible candidates individually.

Application Fee: Nil

General Conditions:

- Canvassing in any form will be a disqualification.
- The job role and location are subject to transferable based on requirements
- The application should reach the Bank on or before **07.10.2026**

How to apply:

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