

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.

❖ Regional Sales Head (Liability products)

Opening date for registering Online e-application – 28.09.2026

Closing date for registering Online e-application – 12.10.2026

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.

Regional Sales Head (RSH) (In the rank of Senior Manager / Manager)	
Age	Not more than 35 years as on 31.08.2026
Educational Qualification	Any Graduate from a recognized university under regular curriculum.
Experience/ Eligibility	For SMs - Minimum 4 years on liability sales experience in BFSI sector (mandatory) For Managers -Minimum 3 years on liability sales experience in BFSI sector (mandatory)
Tenor	Regular basis
Remuneration	As applicable to regular officers (SM / M)
Others	No vigilance case or adverse observation from DAC/ Vigilance/ RBI/ Statutory Authority, shall be pending against the candidate for appointment as Regional Sales Head in the rank of SM / M
Place of posting	Anywhere in India

Roles and Responsibilities of Regional Sales Head (RSH):

- ✓ Drive acquisition of CASA, Term Deposits, NRI Deposits and other approved liability products from NTB (New-to-Bank) customers in line with the Bank's business objectives.
- ✓ Lead, manage and guide the Business Development Executives (BDEs) to achieve assigned business and customer acquisition targets.
- ✓ Set clear business objectives for the BDE team, monitor daily/ weekly performance and ensure achievement of assigned targets.
- ✓ Develop new business opportunities, generate quality leads and ensure effective follow-up and conversion through the BDE team.
- ✓ Identify potential customer segments, markets and business opportunities and develop appropriate acquisition strategies.
- ✓ Build and maintain relationships with key customers, high-value prospects and other stakeholders to strengthen the Bank's liability franchise.
- ✓ Conduct regular performance reviews, provide coaching and on-the-job guidance, and improve the productivity and effectiveness of BDEs.
- ✓ Coordinate with Branches, TBG, GNC, ESG and other relevant verticals for business acquisition, customer servicing and achievement of organizational objectives.
- ✓ Identify customer requirements and facilitate cross-selling of appropriate banking products and services.
- ✓ Track individual and team performance against targets and submit periodic business/ MIS reports to the reporting authority.
- ✓ Ensure that all sourcing and customer acquisition activities undertaken by self and the BDE team comply with Bank policies, KYC/AML requirements, regulatory guidelines and approved processes.
- ✓ Ensure effective customer onboarding, service support and relationship building to improve customer retention and deepen relationships.
- ✓ Identify gaps in business performance and implement appropriate corrective measures to improve team and individual productivity.
- ✓ Undertake any other business development, team management or customer relationship responsibilities assigned by the Bank from time to time.

Procedure of Selection:

The shortlisted candidates should appear for personal interview. 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 are subject to transferable based on requirements
- The application should reach the Bank on or before **12.10.2026**

How to apply:

Before applying online, candidates should go through the detailed advertisement by clicking the “**Download Advertisement**” available under the title “**Recruitment Advertisement – Regional Sales Head (Liability Products)**” 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 pervious employments
 - Last Month Salary Slip.
- ✓ 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.
- ✓ A copy of the system generated online application form will be sent to the registered Email ID and the Candidates should take a printout of the same for future reference.
- ✓ 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.

The Bank reserves the right to reject any application without assigning any reason and Bank's decision in the matter of eligibility, interview and selection would be final. The Bank reserves the right to eliminate the ineligible candidates at any point of time before, during or after the personal interview / selection. The decision of the Bank is final.

The e-applications will be scrutinized and the shortlisted applicants will be communicated individually by post / e-mail with details of the interview. The Bank reserves the right to reject any application at any point of time without assigning any reason and Bank's decision in the matter of eligibility, conduct of interview and selection would be final. No correspondence in this regard will be entertained by the Bank.
