



(A Government of India undertaking)

Corporate Office, 254-260, Avvai Shanmugam Salai, Royapettah, Chennai – 600014.

## ENGAGEMENT OF SPECIALISTS IN CASH MANAGEMENT SERVICES VERTICAL ON CONTRACTUAL BASIS

INDIAN BANK, a leading Public Sector Bank, headquartered in Chennai with geographical presence all over India and abroad invites applications from Indian Citizens for engagement as **(a) Product Manager, (b) Team Lead – Transaction Banking Sales and (c) Chartered Accountant for Cash Management Services Vertical (CMS) on contractual basis.**

**The mandatory educational qualification, Experience, Skills and Responsibilities & accountabilities required for the posts are as follows:**

<b>Post Code: 01</b>	<b>Role: Product Manager – Cash &amp; Cheque receivables / Payment, Product Manager – B2B Payments (Vacancies – 2)</b>
Age	Minimum Age - 25 Years and Maximum Age – 35 Years as on 01/05/2023
Educational Qualification	BE / B.Tech / CA and / or MCA / M.Sc. IT
Mandatory Experience	Banking professional with a minimum of 5 years of Cash Management experience preferably across product & operations
Nature of Engagement	On a fixed contractual term of 3 to 5 years initially, renewable yearly or for a lesser period as specified in the contractual offer subject to satisfactory performance and extendable at the discretion of the Bank.
Termination	One month's notice or one month's compensation in lieu thereof.
Remuneration and Perquisites	Negotiable  The selected candidate will be entitled to CTC based on pay structure in the form of fixed salary and variable pay, whichever applicable. The variable pay will be over and above the fixed pay salary but linked to achieving the specific targets to be reviewed on quarterly / half – yearly basis, as the case may be.

Place of Work	Chennai, Bengaluru, Delhi, Kolkata, Mumbai or as decided by the Bank.
Selection Process	<p>The applications received from the candidates will be screened and shortlisted on the basis of eligibility and relevant experience.</p> <ul style="list-style-type: none"> <li>• The requisite number of shortlisted candidates will be called for interview for final selection</li> <li>• The final selection will be made on the basis of eligibility, experience, qualification and performance during interaction / interview</li> <li>• The interaction / interview will be conducted by a committee constituted for the purpose</li> <li>• Mere satisfying the eligibility norms do not entitle a candidate to be called for interview</li> </ul> <p>The Bank reserves the right to reject any application not suiting the Bank's requirements without assigning any reason whatsoever and call only the requisite number of candidates out of those who fulfill the eligibility criteria as may be required for the post.</p>
Desired Skills	<ul style="list-style-type: none"> <li>• Strong knowledge of the respective market landscape &amp; products</li> <li>• Strong project management and execution skills</li> <li>• Knowledge of transaction processing, settlement, and reconciliation</li> <li>• Familiarity with APIs and integration with different systems and platforms</li> </ul>
Key Responsibility Area (KRAs)	<ul style="list-style-type: none"> <li>• Develop collections / payments/ capital market products</li> <li>• Develop product documentation for ongoing management and enhancements</li> <li>• Re-engineer operational workflow for collections / payments / capital market products</li> <li>• Identify and manage operational risks for collections / payments</li> <li>• Onboard &amp; maintain Service provider &amp; FinTech relationships</li> <li>• Any other work in the scope of functioning of the Parent Department</li> </ul>
<b>Post Code: 02</b>	<b>Role: Product Manager UPI &amp; Mandate Management (Vacancy -1)</b>
Age	Minimum Age - 25 Years and Maximum Age – 35 Years as on 01/05/2023
Educational Qualification	BE / B.Tech / CA and / or MCA / M.Sc. IT
Mandatory Experience	Banking professional with a minimum of 5 years of Cash Management experience preferably across product & operations

Nature of Engagement	On a fixed contractual term of 3 to 5 years initially, renewable yearly or for a lesser period as specified in the contractual offer subject to satisfactory performance and extendable at the discretion of the Bank.
Termination	One month's notice or one month's compensation in lieu thereof.
Remuneration and Perquisites	Negotiable  The selected candidate will be entitled to CTC based on pay structure in the form of fixed salary and variable pay, whichever applicable. The variable pay will be over and above the fixed pay salary but linked to achieving the specific targets to be reviewed on quarterly / half – yearly basis, as the case may be.
Place of Work	Chennai, Bengaluru, Delhi, Kolkata, Mumbai or as decided by the Bank
Selection Process	The applications received from the candidates will be screened and shortlisted on the basis of eligibility and relevant experience. <ul style="list-style-type: none"> <li>• The requisite number of shortlisted candidates will be called for interview for final selection</li> <li>• The final selection will be made on the basis of eligibility, experience, qualification and performance during interaction / interview</li> <li>• The interaction / interview will be conducted by a committee constituted for the purpose</li> <li>• Mere satisfying the eligibility norms do not entitle a candidate to be called for interview</li> <li>•</li> </ul> <p>The Bank reserves the right to reject any application not suiting the Bank's requirements without assigning any reason whatsoever and call only the requisite number of candidates out of those who fulfill the eligibility criteria as may be required for the post.</p>
Desired Skills	<ul style="list-style-type: none"> <li>• Understanding of the market landscape and experience in working with FinTechs and market participants</li> <li>• Product development / technical implementation experience on eNACH, mandate management</li> <li>• Understanding of NPCI (National Payments Corporation of India) regulations related to NACH, eNACH, UPI</li> <li>• Familiarity with e-signature solutions and digital authentication mechanisms</li> <li>• Knowledge of electronic payment systems and payment gateways</li> </ul>
Key Responsibility Area (KRAs)	<ul style="list-style-type: none"> <li>• Develop UPI, NACH, eNACH products</li> <li>• Develop operational processes for the digital journeys</li> <li>• Develop product documentation for ongoing management and enhancements</li> </ul>

	<ul style="list-style-type: none"> <li>• Onboard &amp; maintain Service provider &amp; FinTech relationships</li> <li>• Manage relationships with regulators like NPCI</li> <li>• Any other work in the scope of functioning of the Parent Department</li> </ul>
<b>Post Code:3</b>	<b>Role: Product Manager – API banking (Vacancy -1)</b>
Age	Minimum Age - 25 Years and Maximum Age – 35 Years as on 01/05/2023
Educational Qualification	BE / B.Tech / CA and / or MCA / M.Sc. IT
Mandatory Experience	Banking professional with a minimum of 5 years of Cash Management experience preferably across product & operations
Nature of Engagement	On a fixed contractual term of 3 to 5 years initially, renewable yearly or for a lesser period as specified in the contractual offer subject to satisfactory performance and extendable at the discretion of the Bank.
Termination	One month's notice or one month's compensation in lieu thereof.
Remuneration and Perquisites	<p>Negotiable</p> <p>The selected candidate will be entitled to CTC based on pay structure in the form of fixed salary and variable pay, whichever applicable. The variable pay will be over and above the fixed pay salary but linked to achieving the specific targets to be reviewed on quarterly / half – yearly basis, as the case may be.</p>
Place of Work	Chennai, Bengaluru, Delhi, Kolkata, Mumbai or as decided by the Bank
Selection Process	<p>The applications received from the candidates will be screened and shortlisted on the basis of eligibility and relevant experience.</p> <ul style="list-style-type: none"> <li>• The requisite number of shortlisted candidates will be called for interview for final selection</li> <li>• The final selection will be made on the basis of eligibility, experience, qualification and performance during interaction / interview</li> <li>• The interaction / interview will be conducted by a committee constituted for the purpose</li> <li>• Mere satisfying the eligibility norms do not entitle a candidate to be called for interview</li> </ul> <p>The Bank reserves the right to reject any application not suiting the Bank's requirements without assigning any reason whatsoever and call only the requisite number of candidates out of those who fulfill the eligibility criteria as may be required for the post.</p>

Desired Skills	<ul style="list-style-type: none"> <li>• Experience in using API management tools such as Apigee, MuleSoft, Oracle, IBM, Postman or Kong</li> <li>• Understanding of API integration with different systems and platforms</li> <li>• Experience in building API journeys for Corporates</li> </ul>
Key Responsibility Area (KRAs)	<ul style="list-style-type: none"> <li>• API design, development, and implementation</li> <li>• API security, authentication, and authorization mechanisms.</li> <li>• Develop API journeys for Corporate cash management &amp; supply chain finance</li> <li>• Any other work in the scope of functioning of the Parent Department</li> </ul>
<b>Post Code:4</b>	<b>Role: Product Manager - Internet Payment Gateway &amp; aggregator relationships (vacancies -1)</b>
Age	Minimum Age - 25 Years and Maximum Age – 35 Years as on 01/05/2023
Educational Qualification	BE / B.Tech / CA and / or MCA / M.Sc. IT
Mandatory Experience	Banking professional with a minimum of 5 years of Cash Management experience preferably across product & operations
Nature of Engagement	On a fixed contractual term of 3 to 5 years initially, renewable yearly or for a lesser period as specified in the contractual offer subject to satisfactory performance and extendable at the discretion of the Bank.
Termination	One month's notice or one month's compensation in lieu thereof.
Remuneration and Perquisites	<p>Negotiable</p> <p>The selected candidate will be entitled to CTC based on pay structure in the form of fixed salary and variable pay, whichever applicable. The variable pay will be over and above the fixed pay salary but linked to achieving the specific targets to be reviewed on quarterly / half – yearly basis, as the case may be.</p>
Place of Work	Chennai, Bengaluru, Delhi, Kolkata, Mumbai or as decided by the Bank
Selection Process	<p>The applications received from the candidates will be screened and shortlisted on the basis of eligibility and relevant experience.</p> <ul style="list-style-type: none"> <li>• The requisite number of shortlisted candidates will be called for interview for final selection</li> </ul>

	<ul style="list-style-type: none"> <li>• The final selection will be made on the basis of eligibility, experience, qualification and performance during interaction / interview</li> <li>• The interaction / interview will be conducted by a committee constituted for the purpose</li> <li>• Mere satisfying the eligibility norms do not entitle a candidate to be called for interview</li> </ul> <p>The Bank reserves the right to reject any application not suiting the Bank's requirements without assigning any reason whatsoever and call only the requisite number of candidates out of those who fulfill the eligibility criteria as may be required for the post.</p>
Desired Skills	<ul style="list-style-type: none"> <li>• Understanding of the market landscape and experience in working with payment aggregators, and gateways</li> <li>• Experience in troubleshooting payment-related issues, managing chargebacks, and handling refunds</li> <li>• Understanding of security and compliance requirements related to payment gateways</li> <li>• Knowledge of payment systems and APIs such as PCI DSS, 3D Secure, and EMV</li> </ul>
Key Responsibility Area (KRAs)	<ul style="list-style-type: none"> <li>• Payment gateway management and integration</li> <li>• Product development related to the channels viz. credit/debit cards, net banking, wallets, and UPI mandates</li> <li>• Develop pricing &amp; revenue models for merchant relationships</li> <li>• Develop journeys for Corporate Cash Management &amp; Supply Chain Finance</li> <li>• Any other work in the scope of functioning of the Parent Department</li> </ul>
<b>Post Code:5</b>	<b>Role: Team Lead – Transaction Banking Sales (Vacancies - 7)</b>
Age	Minimum Age - 25 Years and Maximum Age – 35 Years as on 01/05/2023
Educational Qualification	M.Tech / MBA (Marketing & Sales)
Mandatory Experience	Banking professional with a minimum of 3 years of Cash Management experience preferably in sales & implementation
Nature of Engagement	On a fixed contractual term of 3 to 5 years initially, renewable yearly or for a lesser period as specified in the contractual offer subject to satisfactory performance and extendable at the discretion of the Bank.
Termination	One month's notice or one month's compensation in lieu thereof.

Remuneration and Perquisites	<p>Negotiable</p> <p>The selected candidate will be entitled for CTC based on pay structure in the form of fixed salary and variable pay, whichever applicable. The variable pay will be over and above the fixed pay salary but linked to achieving the specific targets to be reviewed on quarterly / half – yearly basis, as the case may be.</p>
Place of Work	Chennai, Bengaluru, Delhi, Hyderabad, Kolkata, Lucknow, Mumbai or as decided by the Bank.
Selection Process	<p>The applications received from the candidates will be screened and shortlisted on the basis of eligibility and relevant experience.</p> <ul style="list-style-type: none"> <li>• The requisite number of shortlisted candidates will be called for interview for final selection</li> <li>• The final selection will be made on the basis of eligibility, experience, qualification and performance during interaction / interview</li> <li>• The interaction / interview will be conducted by a committee constituted for the purpose</li> <li>• Mere satisfying the eligibility norms do not entitle a candidate to be called for interview</li> <li>•</li> </ul> <p>The Bank reserves the right to reject any application not suiting the Bank’s requirements without assigning any reason whatsoever and call only the requisite number of candidates out of those who fulfill the eligibility criteria as may be required for the post.</p>
Desired Skills	<ul style="list-style-type: none"> <li>• Knowledge of cash management products and implementation</li> <li>• Strong communication skills to work with cross-functional teams and stakeholders</li> <li>• Analytical skills to identify customer needs and market trends and develop product roadmaps accordingly</li> </ul>
Key Responsibility Area (KRAs)	<ul style="list-style-type: none"> <li>• Acquire and develop Cash Management &amp; Supply chain finance relationships with Corporate customers</li> <li>• Develop the transaction banking team in product knowledge &amp; TB sales process</li> <li>• Build and grow the business pipeline</li> <li>• Conduct product trainings for the RMs, FGMOs &amp; zones for increasing awareness of the bank’s products and market opportunities</li> <li>• Drive marketing initiatives &amp; campaigns for increasing customer acquisitions</li> <li>• Drive the implementation of CMS &amp; supply-chain mandates</li> <li>• Any other work in the scope of functioning of the Parent Department</li> </ul>

<b>Post Code:6</b>	<b>Role: Chartered Accountants (Vacancies - 6)</b>
Age	Minimum Age - 25 Years and Maximum Age – 35 Years as on 01/05/2023
Educational Qualification	CA
Mandatory Experience	NIL
Nature of Engagement	On a fixed contractual term of 3 to 5 years initially, renewable yearly or for a lesser period as specified in the contractual offer subject to satisfactory performance and extendable at the discretion of the Bank.
Termination	One month's notice or one month's compensation in lieu thereof.
Remuneration and Perquisites	Negotiable  The selected candidate will be entitled for CTC based on pay structure in the form of fixed salary and variable pay, whichever applicable. The variable pay will be over and above the fixed pay salary but linked to achieving the specific targets to be reviewed on quarterly / half – yearly basis, as the case may be.
Place of Work	Bengaluru, Delhi, Hyderabad, Kolkata, Lucknow, Mumbai or as decided by the Bank.
Selection Process	The applications received from the candidates will be screened and shortlisted on the basis of eligibility and relevant experience. <ul style="list-style-type: none"> <li>• The requisite number of shortlisted candidates will be called for interview for final selection</li> <li>• The final selection will be made on the basis of eligibility, experience, qualification and performance during interaction / interview</li> <li>• The interaction / interview will be conducted by a committee constituted for the purpose</li> <li>• Mere satisfying the eligibility norms do not entitle a candidate to be called for interview</li> </ul> <p>The Bank reserves the right to reject any application not suiting the Bank's requirements without assigning any reason whatsoever and call only the requisite number of candidates out of those who fulfill the eligibility criteria as may be required for the post.</p>
Desired Skills	<ul style="list-style-type: none"> <li>• Knowledge of cash management products and implementation</li> <li>• Good communication skills to work with cross-functional teams and stakeholders</li> <li>• Analytical skills to identify customer needs and market trends and develop product roadmaps accordingly</li> </ul>



Key Responsibility Area (KRAs)	<ul style="list-style-type: none"> <li>• Acquire and develop Cash Management &amp; Supply chain finance relationships with Corporate customers</li> <li>• Develop the transaction banking team in product knowledge &amp; TB sales process</li> <li>• Build and grow the business pipeline</li> <li>• Conduct product trainings for the RMs, FGMOs &amp; zones for increasing awareness of the bank's products and market opportunities</li> <li>• Drive marketing initiatives &amp; campaigns for increasing customer acquisitions</li> <li>• Drive the implementation of CMS &amp; supply-chain mandates</li> <li>• Any other work in the scope of functioning of the Parent Department</li> </ul>
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**Procedure for applying: -**

1. Application complete in all respects as per the prescribed format (Annexure A) along with copies of all the credentials as enumerated in Clause 2 below should be sent in a closed envelope super scribed “**Application for the post of ‘Name of the Post’ – Cash Management Vertical**” to the following address:

**Chief General Manager (CDO & CLO), Indian Bank  
Corporate Office, HRM Department, Recruitment Section  
254-260, Avvai Shanmugam Salai, Royapettah, Chennai, Pin - 600 014, Tamil Nadu.**

All eligible and interested candidates should apply in the prescribed application format to reach the address cited above on or before **29.05.2023**. Any application received after the due date will be summarily rejected.

**Application fees:**

Rs. 1000 /- (Rupees One Thousand Only) (inclusive of taxes).
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Candidates shall pay the fees/charges in the below mentioned account through Internet Banking / NEFT/RTGS. The Reference number/UTR Number shall be specified in the Application form.

Account Name : Engagement of Specialists in Cash Management Services Vertical on contractual basis  
Account Number : 7503450017  
Bank & Branch : Indian Bank, Royapettah  
Account Type : Current Account  
IFSC Code : IDIB000R021

2. The following credentials (photocopies only) are to be enclosed along with the application Form:

- a. Proof of date of Birth (Birth Certificate or SSLC/ Std. X Certificate with DOB)
- b. Mark sheet and Passing certificate of all Educational, Technical / Professional qualifications
- c. Experience certificate(s) specifying designation / job profile, period of service (with specific dates), emoluments, activity profile of previous and present employers, etc.
- d. Photo Identity proof and Address proof

3. Candidates are required to have a valid personal email ID and Mobile number for contact. It should be kept active during the currency of this project. Bank may send call letters for interview through the registered email ID.

4. Candidates are advised to apply well in advance and Bank will not be responsible if candidates are not able to submit before the due date for any reason beyond the control of the Bank.

### **GENERAL INSTRUCTIONS**

a. Before applying for the post, candidate should satisfy himself/herself that he/she fulfils the eligibility and other norms mentioned in this notice. Bank would be free to reject any application at any stage of the recruitment process, if the candidate is found ineligible. The decision of the Bank shall be final in deciding about qualification, experience and other eligibility norms.

b. The terms & conditions of engagement is whole and simple, governed by the provisions of the contract and the engagement shall not be construed as an employment in the Bank and the provisions of PF / Gratuity / Pension, etc. shall not apply in this case.

c. His / Her engagement on contract is for a specific period as stated above, and as such should not be construed as an offer of employment or a regular employment in the Bank.

d. Unless the Bank extends the contract for further period, on completion of the contractual period of three years/ five years as the case maybe, his / her engagement shall automatically come to an end. There will not be a need for issuance of communication by the Bank for termination of the contract after the above said period.

e. The Bank takes no responsibility for any delay in receipt or loss in postal transit of any Application or Communication.

f. The Bank reserves the right to alter, modify or change the eligibility criteria and / or any of the other terms and conditions spelt out in this notice, including criteria for qualifying/method and procedure for selection.

g. Only those candidates who fulfil the eligibility criteria will be called for interview and intimated by email.

h. Candidates will have to produce original certificates for educational qualifications, experience, age, category etc. at the time of interview, in support of his/her eligibility, as per the details furnished in the application, failing which the candidate will not be allowed for interview and their candidature will be cancelled.

i. Decision of the Bank in all matters regarding eligibility of the candidate, the stages at which such scrutiny of eligibility is to be undertaken, the documents to be produced for the purpose of interview, selection and any other matter relating to recruitment will be final and binding on the candidates. No correspondence or personal enquiries shall be entertained by the Bank in this regard.

j. No Travelling Allowance is payable to candidates who are called for interview.

k. Any dispute arising out of and/or pertaining to the process of recruitment under this Advertisement shall be subject to the sole jurisdiction of the Courts situated at Chennai.

l. Request for change of contact no./address/ email ID/interview centre will not be entertained.

m. In case any dispute arises on account of interpretation of version other than English, English version will prevail.

n. Engagement of selected candidates is subject to their being declared medically fit as per the requirements of the Bank. Such engagement will also be subject to the Rules & Policies of the Bank.

o. Canvassing in any form will be a disqualification.

Dated: 12.05.2023

Chennai

Chief General Manager (CDO & CLO)