

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @BAJAJ CAPITAL
LIMITED

NOTICE NO.: AJU/T&P/UG/0066/22-23

DATE: 21/04/2023

NAME OF COMPANY: BAJAJ CAPITAL LIMITED.

NAME OF PAYROLL COMPANY: BAJAJ CAPITAL LIMITED.

Registration will close at 08:00 am, Sunday 23rd April 2023.

COMPANY PROFILE:

Bajaj Capital Ltd. is the flagship company of the Bajaj Capital group. Bajaj Capital Limited ("Bajaj Capital") is India's premier "Investment Services" Company, with over 50 years of experience in helping people protect and grow their wealth. They've helped to create more millionaires than any other firm in India. But it is their deep personal relationships with clients that truly set them apart; with over 120 offices in 70 cities across India, they strive to maintain a consistency in relationship and experience. So, if you happen to relocate, there will be a nearby Bajaj Capital office having the same standards of service.

WEBSITE LINK: www.bajajcapital.com

JOB DESIGNATION:

1. Client Relationship Officer (No Field Job)
2. Client Care Executive / Officer (Tele Calling Outbound) No field Job, No Sales Job
3. Marketing Executive /Data Sourcing Officer (Filed Job-no sales)

GENDER ELIGIBILITY: Male & Female

ELIGIBILITY: BBA, B.COM & BA (ENG)

PASSING YEAR: 2023

LOCATION: Preferably **Dhanbad** and other locations of Jharkhand State.

REMUNERATION OFFERED: [Up to- Rs.16000 /- including EPF, ESIC (PM) + Incentive] or [Minimum Rs 10,000 as intern (PM) + Incentive.] (Depends on Interview)

ROLES & RESPONSIBILITY (For Client Relationship Officer):

1. To meet incoming venue clients and analyze their financial planning needs.

2. To present financial product presentation to clients based on their requirement and suggest best product and convince client on same.
3. To collect policy related documents and cheque from clients and submit the same to venue InCharge.
4. To develop and maintain good relationship with Clients and provide best services after sales i.e., claim settlement etc.
5. To cross sell and upsell financial products to existing customers.

ROLES & RESPONSIBILITY (For Client Care Executive / Officer):

1. To generate leads by making outbound calls
2. To manage leads properly i.e., all hot leads generated for insurance center and direct calls shall be passed on to the venue manager and follow up regularly until the conversion.
3. To generate MIS as to the number of leads generated, appointment and conversions.
4. To inform prospective clients about our company and the presentation program.
5. Good communication skills.

ROLES & RESPONSIBILITY (For Marketing Executive /Data Sourcing Officer):

1. To conduct various below the line activities for lead generation (like petrol pump activity, School drawing competition & door to door activity etc..)
2. To meet clients and convince them to fill company coupons as per company pitch.
3. Enter generated lead into the online database of company.
4. Share lead generated MIS with survey supervisor on daily basis.

SELECTION PROCESS: Personal Interview

JOINING: Immediately after completion of course

TENTATIVE DATE OF INTERVIEW: Will be intimated soon after registration.

PROCESS OF REGISTRATION:

01. Interested students need to register on the link given below, click on the link below or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://forms.gle/Ty7wadwgFJXTi3Cv5>

02. Students registered with the T&P Department for placements are only eligible.
03. Already placed & debarred students are not eligible.
04. Updated list of debarred students is available with the respective Faculty Coordinators.
05. Please note that it is mandatory to submit the above form to nominate successfully.

06. The form can be submitted only once, thus please be cautious while filling up the form.

07. The Resume File name must be the student's own name.

08. Registrations will be closed on 23rd April 2023 at 08:00 AM.

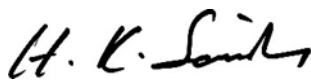
09. One student can Register only once, thus be cautious while registering.

10. Please Note: The Registration process will automatically turn off after the provided deadline.

11. You are advised to read & understand the disclaimer below before applying for this opportunity.

12. For queries you may call or WhatsApp @ Ph- 6206449844 (Prof. Rahul Kumar Dubey - Assistant Professor Training & Placement Dept.) or write a mail to placements@arkajainuniversity.ac.in.

Sd/-



HEAD – TRAINING & PLACEMENTS

Disclaimer: The above Notice is based on the information as shared by the employer. The employer reserves the right to change or modify the afore-mentioned job details without any prior information. The Training & Placement Department and the University will not be responsible for any deviation. Nominating or applying for the vacancy/job profile indicates your agreement to all the Terms & Conditions/Training & Placement Department Placement Policy, in these terms, as modified from time to time. Therefore, students are strictly advised to read and clearly understand the Placement Policy (Procedural & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.