

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**  
**PLACEMENT OPPORTUNITY @ AXIS BANK LTD.**

NOTICE NO.: AJU/T&P/PG/0028/23-24

DATE: 08/03/2024

NAME OF COMPANY: AXIS BANK LTD.

PAYROLL COMPANY: AXIS BANK LTD.

**Registration Deadline is 11:59 am, 12<sup>th</sup> March 2024**

**ABOUT COMPANY:**

Incorporated in 1994, **Axis Bank** is one of India's most trusted banks & the third largest in the private sector. At Axis Bank, customer centricity has always been the foundation of our business. Their efforts to address the requirements of a diverse customer cross-section are powered by robust infrastructure, advanced technology, a comprehensive monitoring & control framework & a large talent pool.

They are a strong and young workforce with more than **90,000 employees driven to inspire 1 billion Indians in their progress journey**. They leverage technology and their deep understanding of India's financial markets to make banking for their customers faster, simpler and more secure.

**WEBSITE:** <https://www.axisbank.com/>

**GRADE:** Assistant Manager

**ELIGIBLE COURSE:** MBA (Finance & Marketing)

**ELIGIBLE PASSING YEAR:** 2024

**GENDER ELIGIBLE:** Male & Female

**ABOUT THE ROLE (BRO):**

- As a part of the branch banking team, Branch Relationship Officers (BROs) are responsible for providing financial solutions to customers by offering the bank's products, providing service to existing and New-To-bank customers in the branch and adding new customers through referral generation activities and customer visits.
- They will be required to use their communication skills to add new customers and Cross Sell of Bank products.
- As part of daily cadence, BROs are required to engage with existing customers of a Bank which are mapped to their portfolio for offering additional products of the bank as per the need of the customer.
- BROs are expected to process customer transactions and Service requests within defined turnaround time (TAT) and ensure end to end closure.
- BROs may also be posted as tellers as per organization's requirements for processing cash transactions of customers.

- BROs shall introduce customers to alternate channels of banking such as Internet Banking, mobile banking, WhatsApp banking wherever possible.

**KEY RESPONSIBILITIES:**

- Offering solutions and Cross selling Bank's retail banking and third party products as per assigned budgets. (Eg. Life insurance, General insurance, Mutual Funds, Loans etc.)
- Achieve Business budgets as assigned by the organization on a monthly basis consistently.
- Generating referrals and leads of new customers for sale of bank's products.
- Promoting the bank's products by taking part in marketing activities and customer visits outside the branch.
- Contact existing customers for bringing in more deposits and cross selling of the bank's products.
- Timely and accurate processing of customer transactions and requests.
- Handle customer queries and provide correct solutions to ensure there are no customer complaints.
  - Follow all compliance guidelines (regulatory and legislative) for each activity released from time to time.
  - Ensure that all audit requirements of the bank meet optimum audit rating.
  - Complete all mandatory certifications required for the role (EUIN, SP Certification etc.)
  - Complete all learning activities/ trainings conducted by the bank from time to time.

**SALARY PACKAGE OFFERED:**

<b>COMPENSATION</b>	<b>T4</b>
<b>Fixed Cash (Basic + BOA)</b>	<b>293,896</b>
<b>Basic</b>	<b>102,864</b>
<b>Basket of Allowances</b>	<b>174,232</b>
<b>Provident Fund</b>	<b>21,600</b>
<b>Gratuity</b>	<b>4,944</b>
<b>Statutory Bonus</b>	<b>16,800</b>
<b>Fixed Cash+Retiral</b>	<b>320,440</b>
<b>Location Pay</b>	<b>5,143</b>
<b>Fixed Pay</b>	<b>325,583</b>
<b>Target Variable Pay</b>	<b>30,000</b>
<b>Total Pay</b>	<b>355,583</b>
<b>Value of Insurance Benefit</b>	<b>9,475</b>
<b>Loan Benefits</b>	<b>69,084</b>
<b>Total Pay + Value of Benefits</b>	<b>434,142</b>

**JOB LOCATION: Across Bangalore**

**TENTATIVE JOINING DATE/PERIOD:** After Successfully completion of the course

**SELECTION PROCESS:**

- **Online Assessment**
- **Business Interview**

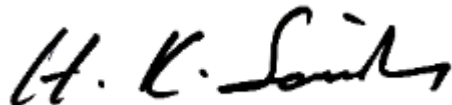
**PROCESS OF REGISTRATION:**

01. Interested students need to click on the below link 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/qWGmAHU3rfmHWYKa9>

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 student's own name.
08. **Registration deadline for Nomination is 11:59 am, 12<sup>th</sup> March 2024.**
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. **Coordinating Training & Placement Manager: Mr. Rahul Rej (WhatsApp @ 9831664615).**

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 clearly & understand the Placement Policy (Procedural & Behavioural both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.