

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

NOTICE NO.: AJU/T&P/UG/0075/23-24

DATE: 04/05/2024

NAME OF COMPANY: AXIS BANK LTD.

PAYROLL COMPANY: AXIS BANK LTD.

Registration Deadline is 11:59 am, 07th May 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: Sales Officer

ELIGIBLE COURSE: BBA & BCOM

ELIGIBLE PASSING YEAR: 2024

GENDER ELIGIBLE: Male

ABOUT THE ROLE:

1. Selling of bank's and third party products to new customers.
 2. Conducting marketing activities and traveling locally to meet new customers as a daily activity.
 3. Contacting existing customers for more deposits and cross selling of more products.
 4. Achieve sales targets as assigned by the organization on a daily and monthly basis.
 5. Complete all mandatory certifications required for the role (AMFI, EUIN etc.) post joining the Bank.
 6. Complete all learning activities conducted by the bank from time to time.
 7. Daily entry of interaction with customers in the bank's CRM system.
 8. Follow all compliance guidelines (regulatory & legislative) for each activity.
 9. Participate and follow all initiatives that are undertaken by the bank from time to time
- Requirement – PAN India

DESIRED PROFILE: Good communication (both verbal and written) skill in both English and the local language, Excellent lead generation and conversion skill, Ability to handle pressure and meet

deadlines & work successfully as a part of a team, High sales orientation to meet the sales targets consistently, ready to travel locally for meeting customers during sales calls, should have compatible mobile device with a required Android/ iOS version

MANDATORY ELIGIBILITY CRITERIA –

- Min graduate in any steam
- Age- 21 yrs-28 years
- Should not have any relatives working with Axis Bank or in any program affiliated with the Bank
- Should not have any pending legal cases in any court of law
- Should have valid DL and Two-wheeler
- Should be staying within 10km radius of the allocated Branch
- Should have PAN card, Adhaar Card
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SALARY PACKAGE OFFERED:

COMPENSATION	ANNUAL (RS.)
Fixed Cash	203,472
Location Pay*	12,000
Provident Fund	17001
Gratuity	4,329
Fixed Pay	2,36,802
Average Incentives#	64,000
Total Pay + Average Incentives	3,00,802

*Location Pay as per Mumbai location and is dependent on the posted location of the employee (Tier 1), Will change for Tier 2, Tier 3, Tier 4 and Tier 5.

#Average Incentives reflect the average incentive earning capacity of an employee, subject to meeting requisite targets set by the Bank. Employees have the opportunity to earn higher incentives based on performance. Kindly note earning of incentives will be based on Performance of individuals.

JOB LOCATION: PAN INDIA

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

SELECTION PROCESS:

- **Online Assessment**

NOTE: On clearing the online assessment test as per Axis Bank cut off, students have to undergo 6 days Training module completing 48 hours of training followed by online functional assessment conducted by Axis Bank. Post passing the same, students will be issued an offer letter by Regional TA team and successfully on boarded in the nearest branch as per available gaps for Liability Sales team.

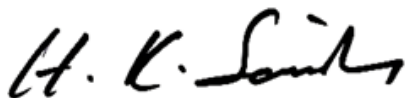
PROCESS OF REGISTRATION:

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/NApHB5L8jXKeiXWC8>

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, 07th May 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.