

Bajaj Auto Credit Limited

Officer

Job Profile Details

Placement Cycle	ARKA JAIN University - Placements 2024-25
Job Location	Bihar, Jharkhand, Northeast, Odisha, West Bengal (Options in the Google form)
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Business Development
CTC	INR 374000
Category	Level 2 - General
Description	<p>DESCRIPTION</p> <ul style="list-style-type: none">- Level:L4- Department: Sales- Designation: Officer- Responsible for :Multiple districts- Location: City- PreferredAge:Maximum30years- Qualification: G./ M.B.A.- Reporting to: Area Manager- Nature of Role: Individual Performer <p>SKILLSETREQUIRED</p> <ul style="list-style-type: none">- Sales/marketing skills- Working with others- Relationship management- Result orientation <p>ROLEPROFILE/JOBRESPONSIBILITIES</p> <p>Managing a team of Off Roll sales DMAs to ensure sales & penetration at the dealership as per the target</p> <ul style="list-style-type: none">- r. t. customer, are verified in originals and scan & fill various customers details in ICAS & submit it immediately. Physical agreement & repayment instrument despatch within prescribed TAT- To ensure sale of finances chimes to customers (With in & Outside dealership) as per the targets- Maintain & improve the relationship with the dealer/s & address issues/queries on daily basis

- Verification of all documents, w.r.t. customers e.g. KYC, customer personal information, documents received through DMAs at ASC location, inline with company policy
- Monitoring the competition activity in dealership & location
- DCC cash deposition
- Maintain & improve the productivity of DMAs
- ASC/branch visit of dealer (Network Visit)
- Enquiry management & follow up on open enquiries
- Conversion of all leads(Web/Tele/Rural)
- Collection of RC, resolution of FEMI ,non starter on regular basis as per the targets
- Keep the ASM updated on daily basis w.r.t .targets vs achievements Maintain TAT for decision on case & speedy disbursement
- Understand and explain all the schemes to customers
- Responsible for achieving volume targets for the area on quarterly basis
- Responsible for over looking in crease in number off in enhance customers with dealership/s on a quarterly basis.
- To execute special schemes for festivals and conducting loan melas
- To increase insurance penetration on total sales on quarterly basis
- Login to disbursement ratio should be kept more than 80%
- Repayment should be more than 95% with in the TAT

Apply	Goo gle for m t o App ly 7/4	Deadline : 06/04/2025 before - 9 pm	<u>Link to apply: https://forms.gle/p6TBW16AdxYeguqP7</u>
P r e - Placeme nt Talk/ Online - Session M f o r doubts y	- /25 6 p m - Mo nda	Meeting ID: 486 539 568 073 P a s s c o d e : p6US63f7	<u>Link: https://teams.microsoft.com/meet/486539568073?p=SpJPJDQ2KD1W95soXd</u>

Open for Courses

- Jain - Arka Jain University Jharkhand

MBA (Semester)

1. Business Administration & Management
2. Finance
3. Human Resources
4. Commerce
5. Finance & Financial Management
6. Marketing
7. Marketing & Sales
8. Marketing & Finance
9. Marketing & Human Resource

MCA

1. Information Technology
2. Computer Application
3. Computer Science
4. Computer Science & Engineering
5. Information Science
6. Regular

Eligibility Criteria

MCA	<i>All students are eligible</i>
MBA (Semester)	<i>All students are eligible</i>
Work Experience Criteria	No work experience based criteria defined yet!
Allowed Genders	[Y] Male students [Y] Female students [Y] Other Genders
Backlogs	Students with any number of ongoing backlogs are eligible

Hiring Workflow

Pre-placement Talk	Venue : Bajaj Auto Credit Online PPT today @ 6 pm Time : 07 Apr 2025, 05:50 PM IST
Online test	Venue : Online Time : 15 Apr 2025, 05:00 PM IST
Technical interview	<i>No Venue/Time specified</i>
HR interview	<i>No Venue/Time specified</i>

Additional Info

No additional information