



Bharati College
(University of Delhi)



OPUS
TRAINING AND PLACEMENT CELL

Placement Opportunity



<i>Organisation:</i>	Axis Bank Ltd (https://axisbank.com)
<i>Profile:</i>	Sales Executive - Current account & Saving account (Field Job)
<i>Eligibility:</i>	Final Year Students Across All courses
<i>Joining Date:</i>	After the declaration of the result- No backlog
<i>Mode:</i>	Work From Office
<i>Location:</i>	Delhi (North/ East/ West/ Central), Ghaziabad, Noida, Faridabad, Gurgaon.
<i>Responsibilities:</i>	Refer to JD
<i>Skills Required:</i>	Refer to JD
<i>Package:</i>	2.30 LPA (1.92 LPA (fixed) + 0.38 LPA Variable)
<i>Selection Procedure:</i>	<ul style="list-style-type: none">● Interview with HR● Aptitude Test● 7 Days of Training before Joining
<i>Registration Link:</i>	https://linktr.ee/opustpc
<i>Last Date for Application:</i>	8th April 2024, 11:00 am

JOB DESCRIPTION

Key Responsibilities:

- Selling of banks and third-party products to new customers.
- Conducting marketing activities and travelling locally to meet new customers as a daily activity.
- Contacting existing customers for more deposits and cross-selling of more products.
- Achieve sales targets as assigned by the organisation on a daily and monthly basis.
- Complete all mandatory certifications required for the role (AMFI, EUIN, etc.).
- Complete all learning activities conducted by the bank from time to time.
- Daily entry of interaction with customers in the bank CRM system.
- Follow all compliance guidelines (regulatory & legislative) for each activity.
- Participate and follow all initiatives that are undertaken by the bank from time to time

Skills Required:

- Good communication skills in English and Hindi (both verbal and written).
- Excellent lead generation and conversion skills.
- Ability to handle pressure and meet deadlines.
- Ability to work successfully as a part of a team.
- High sales orientation to meet the sales targets consistently.
- Ready to travel locally to meet customers during sales calls.
- Should have a compatible mobile device with a required Android/ iOS version.