



# MARWARI COLLEGE, RANCHI

(A CONSTITUENT UNIT OF RANCHI UNIVERSITY)

Website : www.marwaricollegeranchi.ac.in E-mail : marwaricollegeranchi@gmail.com. Ph : 0651- 2213545

Memo No./ .....

Date: 20/09/23

## Placement cell Notice

from 10:30AM

Campus Placement Drive going to be conducted for Axis Bank on 4<sup>th</sup> Oct 2023 for the role of Officer Sales, other details mentioned below :-

Post - Officer Sales

Eligibility Criteria – UG/PG (Any Stream, except MBA)

Year of Passing – 2018, 2019, 2020, 2021, 2022 and 2023

Maximum Age Limit – 26 Years

Selection Process – Interview (Face to face interview process)

No of Vacancies – 100

Location – Ranchi & other districts of Jharkhand

Registration Process - Interested students have to submit their CVs at Marwari College Placement Cell to office Assistant Mrs Rita Singh Madam on 29<sup>th</sup>/30<sup>th</sup> Sep or 3<sup>rd</sup> Oct 2023 between 11:30 am to 1:30 pm.

About the Job Role:

- Officer Sales are a part of the Bank's front-line sales team.
- Their primary responsibility is sales of bank's products to new customers for the bank.
- They will be required to take part in offsite marketing activities and travel locally to meet new customers as a daily activity.
- They are responsible for selling banking and third-party products to customers based on their needs.
- They are responsible for handling customer queries.
- Officer Sales are required to achieve targets assigned by the bank within initial 6 months for confirmation of their service

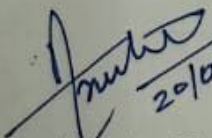
Key Responsibilities:

- Selling of bank's and third-party products to new customers.
- Conducting marketing activities and travel 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 organization 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 bank's 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

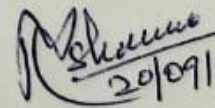
Role Proficiencies:

- 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
- Ability to 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

CTC: INR 18,734 + Incentives up to 60K per month.

  
20/09/23

Assistant Coordinator  
Placement Cell

  
20/09/23

Convenor cum  
Prof in Charge