



Visvesvaraya Technological University
"Jnana Sangama", Belagavi-590018 Karnataka



Ref: CPC Drive – 2018/ 121

Date: 10th October 2018

The graphic features a central text box on the left with a dark blue background and white text: "Opening for BE(Any Branch) & MBA" followed by "2016 PASSED OUT", "2017 PASSED OUT", and "2018 PASSED OUT" in yellow. To the right is the VTU CPC logo with the tagline "Campus 2 Career". Below the logo is the text "Supports the* Recruitment drive For" in blue. Underneath is the Axis Bank logo. On the far right is a dark blue circle with the text "DRIVE 121" in white.

Company Profile:

Axis Bank Ltd is the third largest of the private-sector banks in India offering a comprehensive suite of financial products. The bank has its head office in Mumbai and Registered office in Ahmadabad. It has 3304 branches, 14,003 ATMs, and nine international offices. The bank employs over 55,000 people.

TVS TS will conduct the interview and training on behalf of **Axis Bank**

Training and Services Ltd is a TVS group company that was instituted in 2010 in Chennai. TVS TS provides training in a variety of domains from automotive and engineering fields to communication and personal development Industry and business in India have undergone dramatic changes in recent expectations of a new work culture and especially in the demand for a qualitative and competent work-force. TVS TS, in collaboration with AXIS Bank is presenting a unique opportunity to start a career with AXIS Bank. AXIS Bank in collaboration with TVS TS offers a Certificate course in Retail Banking Sales Management. The program has been designed to attract bright young graduates who want to build a career in retail banking.

POSITION

Designation: Axis Bank Business Development Executive role.

Job Location : Bangalore

Job description

- 1.BDE is an integral part of the bank's front line sales force.
- 2.BDE is primarily responsible for acquiring new customers for the bank and pursue new business opportunities.
- 3.He/ She is responsible for achieving the monthly sales targets assigned to him/her for various products and services offered by the bank and is incentivised for achievement of targets.
- 4.The job involves extensive travelling within the assigned area and conducting market/customer mapping.
- 5.The BDE needs to proactively identify sales prospects and conduct business development activities in the assigned area, follow up on new leads and referrals to generate business and follow the various internal guidelines and procedures of the bank.
- 6.The BDE is also responsible for ensuring customer satisfaction through resolving customer queries/issues. He/ She maintains periodic status reports, including daily activity report and calls/follow-ups made.
- 7.The BDE also cross sells the bank's third party products like Life Insurance, General Insurance, Cards, etc.

ACADEMIC ELIGIBILITY CRITERIA

Type: Permanent (On Rolls of Axis Bank).

Eligibility: Degree Must (Any Degree)

No percentage criteria

Age Limit: Below 26 (for Fresher's) Above 26 to 28 (Need Minimum 1 Year Experience in BFSI)

SELECTION PROCESS:

1. Briefing to all the applicants about job role, responsibilities, career progression, salary, other terms and conditions through PPT.
2. Wheel Box Test: All applicants will undergo online test.
4. Post completion of online test, the applicant will appear for personal interview with Axis bank panelist
5. Result would be announced once the process is completed for all the students.

Training Program

The selected applicants are trained at TVS Training & Services, Chennai. This training ensures that the applicants are well equipped in Selling Skills, Product Knowledge and Rules and Regulations pertaining to the job responsibility. The applicants have to pay the sales academy an amount of Rs.2,500/- along with applicable service tax which presently amounts.

The mentioned training fee is towards fee collected lodging, boarding, food and for the 06 days of classroom training in Chennai.

Registration Link to apply click on the below link

<https://goo.gl/forms/P3S52m4XgiJHJmcj1>

Walk in pool campus drive Dates and venue are given below

Date : 09/10/2018 (10.00 am)

Venue : Cambridge Institute of Technology Jai Bhuvaneshwara Layout Road, SR Layout, Chikkabasavanapura, Krishnarajapura, Bengaluru, Karnataka

Date : 10/10/2018 (10.00 am)

Venue : Visvesvaraya Technological University Regional Office Bengaluru
RHCS Layout Annapoorneshwarinagar, Nagarbhavi, Bengaluru-560091.

Date : 11/10/2018 (10.00 am)

Venue : RL Jalappa Institute of Technology
Doddaballapur Rd, Kodigehalli, Karnataka

VTU CPC wishes all the candidates a prosperous career ahead.....

*VTU CPC is only a platform to link the recruiter and the candidates. The candidates are advised to take maximum care in selecting the recruiter and terms & conditions of appointment. VTUCPC is not responsible for any lapses in the agreement between the candidate and their recruiter.

Dr. Binoy Mathew, Director, VTU-Centralized Placement Cell(CPC)
Email: placement@vtu.ac.in