



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



Ref: CPC Drive – 2019/62

Date: 11th June 2019

**Opening for
All Graduates
2017 PASSED OUT
2018 PASSED OUT
&
2019 PASSED OUT**

VTU CPC Campus 2 Career

**Supports the*
Recruitment drive
For**

HDFC BANK

**DRIVE
62**

Company Profile:

HDFC Bank offers a wide array of financial products like Savings Account, Current Account and Salary Account etc. to its customers in both rural and urban markets. HDFC Bank in association with TVS Training & Services is recruiting for the role of sales officers.

POSITION

Designation: SALES OFFICER
Job Location: Bangalore

Job description

A Sales Officer Role is a Client facing role. The sales officers are responsible for the first level of customer interaction. They are responsible for creating new client relationships as well as deepening our relationships with existing clients by offering them other financial products. All Sales Officers are assigned specific product and a specific geography, wherein they can identify new customers for the given product.

1. Generate new customer leads through various channels
2. Proactively identify sales prospects and conduct business development activities in the geography assigned
3. Follow up on new leads and referrals to generate business
4. Achieving the monthly sales targets, assigned to him/her, for various products and services
5. Cross sell new products
6. Follow the various internal guidelines and procedures of the bank
7. Ensure customer satisfaction through regular engagement
8. Resolve customer queries/issues and facilitate customer service
9. Maintain periodic status reports, including daily activity report and calls/follow-ups made

ACADEMIC ELIGIBILITY CRITERIA

Training Program

HDFC Bank in association with TVS Training & Services is recruiting for the role of sales officers

HDFC Bank would like to co-pay the training fees of the selected candidates and the duration of the residential training is 8 days. Since we are not signing any kind of bonds, agreement and any of the certificate from the selected candidates, they would need to take care of their training expense for the 8 days (12000 + 2160 18% GST).

The selected candidate will be offered to work as Sales officers in the HDFC Bank branches located in and around Karnataka post the completion of 8 days of Induction Training Program conducted at TVS Training & Services.

TVS TS will make arrangement of lodging, boarding, travel and study material for 8 days of residential training in Chennai

Position Name: SALES OFFICER

Job Type: On-Role Job, Day 1 onward they will work under the HDFC Payroll.

Job Location: Karnataka (Bangalore)

Role & Responsibility:

1. Generate new customer leads through various channels
2. Proactively identify sales prospects and conduct business development activities in the geography assigned
3. Follow up on new leads and referrals to generate business
4. Achieving the monthly sales targets, assigned to him/her, for various products and services
5. Cross sell new products
6. Follow the various internal guidelines and procedures of the bank
7. Ensure customer satisfaction through regular engagement
8. Resolve customer queries/issues and facilitate customer service

Compensation & Benefits:

Remuneration: salary will range from Rs.1.60 lack to Rs.1.96 lack per annul + Allowance + Incentive

SELECTION PROCESS:

1. Language Proficiency Test (This is a rejection parameter),
2. Personal Interview

Registration Link to apply click on the below link

<https://forms.gle/311FhGXqraVWoqD56>

Walk in pool campus drive Dates and venue are given below

Date : 15/07/2019 (10.00 am)

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

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 there recruiter.

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