



Visvesvaraya Technological University

"Jnana Sangama", Belgaum-590018 Karnataka



Ref: VTUCPC Drive – 2017/36

Date: 12th May 2017



Organizes

The Recruitment drive for

**Drive
2017/36**

**2017
Passing out
Graduates
Walk-in**



on 16th May 2017

Walk-in at the corporate office

**Kotak mahindra bank ltd.
22, M G Road. Bangalore.
Landmark- Next to trinity metro station.**

TVS Training and services is an authorised recruiting and Training partner for Kotak Mahindra Bank all over South India.

About KMB.

Kotak Mahindra Bank is an Indian private sector banking headquartered in Mumbai, Maharashtra, India. It offers a wide range of banking products and financial services for corporate and retail customers through a variety of delivery channels and specialized subsidiaries in the areas of personal finance, investment banking, life insurance, and wealth management. As of 30 September 2014, Kotak Mahindra Bank has a network of 641 branches and over 1,159 ATMs spread across 363 locations in the country. The bank, which has garnered positive reviews from its customers and clients before its merger with ING Vysya, had

around 29,000 employees. In 2014, it was the fourth largest private bank in India by market capitalization.

Job Description:

Position Name: Assistant Acquisition Manager (Sales & Marketing – Account Opening Job)

Kinds of Accounts – Current Account and Savings Account

Salary – CTC of Rs. 2.20 Lakhs/Annum Plus incentives and Allowance

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

Benefits : The employee will be entitled to enjoy all the benefits which is providing by the company i.e; Bonus, Incentives, Medical Insurance, Leave Policy, ESI, EPF, Family Insurance Coverage policy.

Roll of Assistant Acquisition Manager:

1. Selling of Banking Products.
2. Ensure customer satisfaction
3. Identify potential customers in the assigned market
4. Follow up on new customer leads and referrals to generate business
5. Maintain sales report in discharging the duties of a Sales Officer, one needs to adhere to the defined internal guidelines and procedures of the bank Placement at KM Bank.
6. This is a field sales job and not a branch operation.

Key Activities:

1. Cold Calling
2. Securing appointments and closing deals (KYC Included)
3. Understanding customer's occupation and needs
4. Introducing and explaining suitable products
5. Revenue generation, customer acquisition, customer retention, cost efficiency through process
6. Resolving converted customer's queries and problems.

Eligibility Criteria: Any Arts & Science graduate (UG & PG) / BE / B.Tech / MBA below 28 Years **without any standing arrears.**

Selection process:

1. Preliminary Face to Face Interview
2. Regional Manager personal Interview.
3. Regional HR personal Interview.

Job Location: Bangalore

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TVS Training & Services Role:

About TVS Training & Services Limited:

TVS Training and Services is a TVS Group Company instituted in 2010, provides training in a variety of domains including BFSI and we have a sign up with Kotak Mahindra Bank to recruit and Train AAM's across South India.

As on date we have sourced and trained around 350 candidates and placed in Kotak Mahindra Bank across South India and they are extremely doing well in building their career with Kotak Mahindra Bank.

Residential Training:

TVS Training and services is an authorised recruiting and Training partner for Kotak Mahindra Bank all over South India.

We will find out the right candidate through Walk-in/On-Campus/Off Campus Interviews in a particular location where the vacancies are and will train them (after confirming the job) in our Campus located at 86, E/2, Second Main Road, Ambattur Industrial Estate, Chennai-600058.

Only the selected and job assured candidates will be allowed to undergo residential training in our campus for 30 days. ***The cost for training one Assistant Acquisition***

Manager is Rs.34,000/- and will be paid by Kotak Mahindra Bank to TVS Training & Services. TVS TS will not collect any training charges from selected candidates.

The Training Charges will be deducted from their salary for 24 months for which they have to sign an indemnity bond for two years. If the candidate is willing to leave the job in the middle of two years he/she has to pay the remaining training (Rs.34,000/- minus the so far deducted amount) charges as penalty.

On the Job Training:

On successful completion of four weeks of residential training, the trainee will be absorbed as Assistant Acquisition Manager-Trainee with Kotak Mahindra Bank.

During **45 days On the Job Training**, Trainees will get consolidated stipend of Rs.9,000/- Plus Joining Bonus of Rs.5,000/-. The location of the posting shall be communicated by the bank during the residential training program.

On successful completion of 45 days on-the job training, the trainee will join as Assistant Acquisition Manager with an annual CTC of Rs.2.20 Lakhs in Bangalore. In addition to that he/she will be eligible for performance based incentive as per HR Policy.

Refund Policy:

After successfully completing 2 years of service with Kotak Mahindra bank, as a goodwill gesture, half of the training charges i.e. Rs.17,000/- will be refunded to the employees account.

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

For details contact:

SPOC @ VTU: Geo D' Silva, Director CPC & Spl. Officer-Placement, : 9449873467

Sd-
Registrar