



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



Ref: CPC Drive – 2018/ 116

Date: 20<sup>th</sup> Aug 2018

**Opening for  
BE/B.Tech(Any  
Branch) &  
MBA**

**2016, 2017 & 2018  
PASSED OUT**

**VTU Campus 2 Career  
CPC**

**Supports the\*  
Recruitment drive  
For**

**AXIS BANK**

**DRIVE  
116**

## 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 Training & Services** will conduct the test/interview and training on behalf of **Axis Bank**

TVS Training & 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

**Salary:** 1.7 Lakhs – 2 Lakhs per annum plus incentives

Type: Permanent (On Rolls of Axis Bank).

### 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 maintain 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

**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 (Pls bring Android Phone with

net connectivity).

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.

**Last date for Registration is 23/08/2018**

**Registration Link to apply click on the below link**

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

**Date of test/interview : 24/08/2018 (No separate communication will be sending for attending the test. All eligible candidates can walk-in for the test)**

**Test/Interview Venue : VTU Regional Office, RHCS Layout, Annapoorneshwari Nagar, Nagarabhavi, Bengaluru-560091.**

**Reporting Time: 10 AM**

**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.

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