

Interview Invitation for AXIS BANK (BDE)

Inbox



Abhijeet Singh <Abhijeet.Singh@niit.com>

Wed, Jun 22, 4:36 PM (18 hours ago)

to me, Hemant

Respected Sir,
As Discussed I am sharing job description with you ,

Job Description

Position Title: Business Development Executive

Eligibility Criteria

- Graduate in any discipline
- Fresher's allowed, Work-experience not mandatory
- Less than 30 years of age

Reporting To: Branch Sales Manager/ Branch Manager

Purpose of the Job

Axis 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. 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 the 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.

Job Responsibilities

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

Locations: All over India as per organizational requirements

CTC: upto 2.02 Lacs depending on location with incentives upto 60k

Key Competencies Required

- Passion - Must take initiatives and not avoid targets
- Socially Confident - Able to start a conversation with new people easily and be confident in the interaction

- Perseverance & Resilience - Must be able to make repeated attempts and bounce back from setbacks. Must be able to try new methods of engagement in case of a setback
- Problem Solving & Closure - When faced with a problem must be able to identify and seek help from the right people without hesitation.
- Must be able to keep commitments made to others and ensure that the task is complete.
- Target oriented profile

Looking for positive response from your end.

Sir this message is to be circulated within students .

You are invited to a scheduled Zoom meeting.

Topic: Hiring for Axis Bank: Counselling Session

Time: Jun 23, 2022 12:00 PM

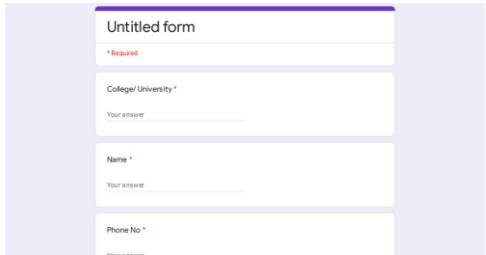
Join Zoom Meeting

<https://us02web.zoom.us/j/88563671339>

Meeting ID: 885 6367 1339

Note - Kindly fill this form for
interview preparations and counselling -

<https://forms.gle/SC2vtQHBEctCEVFM6>



The image shows a preview of a Google Form titled 'Untitled form'. The form contains three required text input fields: 'College/ University', 'Name', and 'Phone No'. Each field has a red asterisk indicating it is required and a 'Your answer' label below it. To the right of the form preview, the text 'Untitled form' is displayed in blue, with 'forms.gle' below it.

Regards

Abhijeet Singh

Abhijeet.singh@niit.com

8700433434

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