

BASANTI DEVI COLLEGE

Axis Bank | Virtual Campus Recruitment Drive

06.09.2021

We at Axis Bank are hiring candidates for our esteemed organization and we are writing to you to seek an opportunity to conduct a Virtual Campus Recruitment Drive for the fresh Graduates of your institute.

Axis Bank is the third largest private sector Bank in India offering entire spectrum of financial services for personal & corporate banking. The Bank has a large footprint of 4,528 domestic branches (including extension counters) with 12,044 ATMs & 5,433 cash recyclers spread across the country as on 31st March, 2020.

We are currently hiring across Kolkata and are reaching out to different institutes/colleges to recruit Fresh Graduates for our organisation. In this regard, we seek an opportunity to conduct a Virtual Campus Recruitment Drive for the students of your esteemed institute.

Sharing with you the details of the role for which we are hiring. We are also sharing a link below for all interested candidates to apply.

Role: Business Development Executive (BDE)

About the Role:

Business Development Executives (BDEs) are a part of the Bank's front line sales force whose primary responsibility is to get new customers for the bank and explore new business opportunities. BDEs are responsible for selling banking and investment products and services to customers based on their needs. They are also responsible for handling customer queries to ensure customer satisfaction

Key Responsibilities:

- Identify sales opportunities for both the Bank and third party products by acquiring new customers and building new relationships
- Manage business relations with existing customers to increase the depth of existing relationships
- Achieve sales targets as assigned by the organization on a monthly basis
- Record and track all engagement activities through the CRM system
- Comply with KYC/SEBI rules, regulations, and legislation governing the financial services industry

Minimum Qualification: Graduation

Role Proficiencies:

For successful execution of the job, the candidate should possess the following:

- Good communication (both verbal and written) skill in both English and the local language
- Excellent lead generation and conversion skill
- Ability to handle pressure and meet deadlines
- Ability to work successfully as a part of a team
- High sales orientation to meet the sales targets consistently

Payroll Organisation: Axis Bank Limited

Salary and Benefits:

Emoluments and Benefits for the grade of Business Development Executive		
Compensation	Per Annum (in Rupees)	Per Month (in Rupees)
Basic	78,120	6510
Basket of Allowance	60,000	5000
Bank's PF Contribution	11,892	991
Gratuity	3756	313
Statutory Bonus	16,800	1400
Total Fixed Pay	1,70,568	14,214
Benefits		
Group Medclaim Policy and Term Life Insurance	3792	
Total Fixed Pay + Value of Benefit	1,74,360	

Link for interested candidates:

<https://forms.gle/yhSrAW6JxRdKUqXg6>

(Last date for online application is 13.09.2021)

The above link wherein interested candidates can fill their details and submit. We shall connect with the interested candidates and conduct the interview drive through the virtual platform.

Point of Contact:

Name	Email Id	Contact No.
Dona Sen	dona.sen@axisbank.com	83348 25559 / 98743 77035
Shatabdi Kar	shatabdi.kar@axisbank.com	82407 60015