

CENTRAL LINE CAREER FEST



Date : 8th March '19

Time: 8 am sharp

**Venue: Shree Narayan Guru College of
Commerce, PL Lokhande Marg, Chembur
West, ACC Nagar, Chedda Nagar, Mumbai**

Rules and Regulations for Placement Registration

- Read the JD document carefully to rank the companies of your choice.
- Each Company will be allotted one rank only- Your top company will be allotted Rank 1 and the company last in choice would be allotted Rank 10. **Three final companies** would be finally allotted for you to sit for on the basis of **your choice** and **company's selection criteria**.
- All participants are required to carry 10 printed CVs and their college ID on the day of fest.
- All students need to wear formals - indian or western, on the day of the Career fest.

Company 1- Kotak Mahindra Bank



Designation	CEC Officer
Role	Customer Support
Location	Thane
Salary	Regular Day shift
Shift	1,70,000- 1,80,000+ Incentives

Roles and Responsibilities:

- Attend the inbound calls of customers, solve the queries as per customer's satisfaction.
- Identify and use opportunities of Cross-Selling and up-selling different banking products during a call.

Perks and Benefits:

- Opportunities to transition to HR and leadership role through constant on-the job training.

Key Requirements from Company:

- Excellent English communication skills.

Company 1(b)- Kotak Mahindra Bank



Designation	Assistant Acquisition Manager
Role	Assisting Branch Manager (20%), Field Sales(80%)
Location	Multiple
Salary	Regular Day shift
Shift	1,68,000-2,16,000

Roles and Responsibilities:

- Assisting the branch manager, helping the customers coming in branch to fill policy Forms.
- Assisting existing bank customers on call for any doubts/clarifications required for bank products
- Responsible for direct sales (inside as well as outside) for bank's various products.

Perks and Benefits:

- Opportunities to transition to leadership role through constant on-the job training.

Company 2- ICICI Bank



Designation	Phone Banking Officer
Role	Customer Support
Location	Thane
Salary	1,68,000+ Incentives
Shift	Regular Day Shift

Roles and Responsibilities:

- Cross-selling and upselling of banking products to existing customers through inbound/outbound calls.
- Ensure professional and courtesy in dealing with customers at all times.

Company 3- HDB Financial Services



Designation	Phone Banker
Role	Customer Service (Voice inbound process)
Location	Chandivali
Salary	1,80,000+ Incentives on cross selling
Shift	Girls - 9 hour shift between 7 am to 7 pm Boys- 9 hour shift between 7 am to 12 pm

Roles and Responsibilities:

- Handle the inbound calls received from customers and maintain high standards of customer satisfaction.
- Cross-selling of HDFC's banks products to existing customers.

Company 4- Conneqt Business Solutions



Designation	Executive
Role	Customer Service
Location	Airoli
Salary	1,44,000 + Incentives
Shift	Regular day shift

Roles and Responsibilities:

- Responding to incoming and outgoing customer calls on product, service and general client concerns.
- Responsible for maintaining a high level of professionalism with clients and update customer information in the customer service database during and after each call.

Perks and Benefits:

- Friendly Office working culture.

Company 5- HDFC Life Insurance



Designation	Sales Development Manager
Role	Front End Sales
Location	Mumbai (Multiple Locations)
Salary	2,20,000+ Incentives + Travelling allowance
Shift	Regular day shift

Roles and Responsibilities:

- **SALES AND MARKETING:** Approaching clients via cold calling, email and personal visit to inquire about their insurance situation for current and future needs
- **PRODUCT KNOWLEDGE:** Provide specific information about Insurance products and services to clients.
- **BUILDING RAPPORT:** Respond to client's questions and complaints and develop a positive working relationships with them.

Perks and Benefits:

- Opportunities of earning incentives upto 20 to 25000 every month.
- International travel for high performers.

Company 6- HDFC Securities



Designation	Digital Relationship Manager
Role	Inside Sales
Location	Kanjur Marg
Salary	Upto 2,50,000+ Incentives
Shift	Regular day shift

Roles and Responsibilities:

- Assist customer to transact digitally.
- Outbound/Inbound calls to reach to the targeted customer base on daily basis.
- Strive to achieve business targets as per assigned portfolio.
- Cross sell/Upsell to increase product and service offered by the company.
- Maintain good relationship with clients and keep them as active customers & increase company's revenue.

Company 7- Jana Bank



Designation	Business Development Manager
Role	Front End Sales
Location	Multiple Locations in Central Line
Salary	Rs 1,60,000+ Incentives upto 25000 per month
Shift	Regular Shift

Roles and Responsibilities:

- To acquire new customers Current and Savings account, fixed deposits, loan products and third party products such as mutual funds by referral marketing, visiting and meeting customers.
- Enhance the existing relation with customers by understanding their needs.

Company 8- Reliance Jio



Designation	Management Trainee
Role	Front End Sales
Location	Multiple Locations in Central Line
Salary	Rs 1,68,000
Shift	Regular Shift

Roles and Responsibilities-

- Achieve customer acquisition and retailer onboarding targets for the month.
- Manage relations with Retailers for continuous billing and issue resolutions.
- Ensure that the latest version of JIO POS is available at respective outlets.

Company 9- Edelweiss Tokio Life Insurance



Designation	Relationship Manager (Web Sales)
Role	TeleSales
Location	Kurla West
Salary	1,70,000+ Incentives
Shift	Regular Day shift

Roles and Responsibilities:

- Make sale calls to given customer leads, listen to customer and offer them insurance advice.
- Understand the ability of investment of the customer and handle any objections with a view to make consumer buy a policy.
- Collect references from customers, engage in cross and up-selling of other insurance products.

Company 10- Equitas Small Finance Bank



Designation	Business Development Executive
Role	Front Line Sales
Location	Multiple branches (Chembur, Ghatkopar, Thane, Kalyan, Vashi, New Panvel, Andheri)
Salary	1,80,000+ Incentives
Shift	Regular Day shift

Roles and Responsibilities-

- Build a database of potential customers leads through references, opening stalls in areas where more people would come etc.
- Schedule meetings with potential customers and understand their requirement and then present them with most suitable products.
- Complete all account opening related processes to enhance customer's experience.

Company 11- Sutherland



Designation	Customer Service Executive
Role	Client Management
Location	Thane
Salary	Rs 1,40,000- Rs 1,80,000
Shift	Rotational Shift

Roles and Responsibilities-

- Responding to incoming and outgoing customer calls on product, service and general client concerns.
- Responsible for maintaining a high level of professionalism with clients.
- Update customer information in the customer service database during and after each call.
- Work with the management team to stay updated on product and service knowledge and be informed for any changes.

Company 12- ICICI Lombard



Designation	Customer Relationship Manager
Role	Front End Sales
Location	Navi Mumbai
Salary	1,32,000+ Incentives
Shift	Regular Day Shift

Roles and Responsibilities:

- Handle and resolve customer queries through email, call and chat with a high level of professionalism.
- Influencing customers to buy new products or retain old products through excellent product knowledge.

Perks and Benefits:

- A growth focussed office culture with a special focus on employee learning.

Company 13- AU Small Finance Bank



Designation	Business Development Executive
Role	Front Line Sales
Location	Multiple branches (Chembur, Ghatkopar, Thane, Kalyan, Vashi, New Panvel, Andheri)
Salary	1,80,000+ Incentives
Shift	Regular Day shift

Roles and Responsibilities-

- Build a database of potential customers leads through references, opening stalls in areas where more people would come etc.
- Schedule meetings with potential customers and understand their requirement and then present them with most suitable products.
- Complete all account opening related processes to enhance customer's experience.