



**Indira Gandhi National Open University
Campus Placement Cell
MaidanGarhi, New Delhi-110068**

**Campus Placement Drive for AXIS Bank Limited at
Convention Centre, IGNOU Campus,
May 3, 2019 at 10 am**

**(Reporting and Registration: 10-11am)
(Orientation Programme: 11 am)**

Job Description & Details

Position

Business Development Executive (BDE) A golden opportunity for **FRESHER'S** to start their career with India's Premier Bank.

Number of Vacancies

Vacancies: 187 Plus

Nature of Employment

On rolls of the Bank with a wonderful career path

Key Responsibilities

- To acquire new Bank customers and pursue new business relationships,
- To sell Savings & Current Accounts within the vicinity of the assigned branch,
- To fulfil KYC norms,
- To reach out to High Net-worth individuals for stronger networking relationship,
- To increase the customer base by developing business relationship with current customers
- To Cross Sell to customers.

Key Skills

- Presentable, Good communication & interpersonal skills,
- High sales orientation for achieving numbers,
- Proactive and creative, ability to work in a high pressure environment

Salary & Incentives

Fixed Salary –Rs. 1.90 Lakhs + Insurance + Mediclaim Policy + Attractive sales incentives.

Incentive: One can earn incentives upto Rs. 60,000/-p.m. on performance basis

WorkExperience

Fresher's & Candidate having experience in BFSI sectors. Candidates from other service industries like Hotel, Pharma, IT etc. having flair for sales are welcome to apply.

Qualification

Academic Qualification:-

- **Candidates who have completed graduation between 2016-2018 can apply;**
- **Post Graduates can apply as well;**
- **Fresher's are preferred.**

Age Qualification :-

- **Fresh Graduates upto the age of 26 are welcome;**
- **Experienced candidates upto the age of 30 can apply with relevant work experience documents only. Please bring along the latest Appointment Letter & previous employer's relieving letter/mail at the time of interview.**

Additional Mandatory Requirement :-

- **Candidate must have a valid two wheeler Driving License and a Self - Owned Two Wheeler at the time of joining.**

CareerPath

Well-defined career path with an opportunity to have fast career progression in the Bank as below:-

BDE – Officers-Sales- Assistant Manager Sales- Deputy Manager –Manager- Senior Manager - Assistant Vice President..... Can reach at AVP level in 10 years.

SelectionProcess

Online exam on candidate's own smart phone + Personal Interview with Axis Bank

Important Note

A brief introductory session (Pre-placement-talk) highlighting company profile, job requirements, CTC etc. will be conducted before the placement drive.

The students are required to carry 2 copies of their updated **Resume/CV, Marksheets of Xth, XIIth & Graduation, Aadhar Card, Driving License, Pan Card, IGNOU ID Card** (two copies) at the time of interview.

For More information and registration for placement

- **Ms. Manju Joshi**–Contact No - **8851951612**
- **Ms. Shilky Yadav**–Contact No - **8527334559**
And/or
- **Director (CPC) IGNOU office Phone No. 011- 29571114**

(B.B. Khanna)
Director
Campus Placement Cell