

PLACEMENT DRIVE NOTIFICATION

Company	IDFC First Bank Ltd.
About the Company	<p>IDFC First Bank Ltd, listed on BSE and NSE, is a leading Indian Financial Institution Headquartered in Mumbai, IDFC First Bank Ltd, listed on BSE and NSE is a universal bank, offering financial solutions through its nationwide branches, internet, and mobile. The bank offers basic services on the liability banking side like Savings Accounts, NRI Accounts, Fixed Deposits. The bank also specializes in providing financing to India's 50 million self-employed entrepreneurs, MSMEs, and India's fast-emerging middle class in a sustainable manner, with a differentiated model based on new technologies.</p> <p>IDFC Bank & Warburg Pincus backed Capital First recently merged in an all-share deal. This merger is pursuant to IDFC Bank's strategy of getting a retail franchise to complete its transition from a dedicated infrastructure financier to a well-diversified bank and is in line with Capital First's strategy to enter the banking industry. The balance sheet of the combined entity is very diversified because of its strong retail presence and the product suite will be much larger.</p> <p>Post the merger, Mr. V Vaidyanathan, CMD, Capital First Ltd., has taken charge as MD and CEO of IDFC FIRST Bank Ltd.</p> <p>As a preferred employer of choice, IDFC is a new-age technologically advanced and progressive bank, fast-growing and extremely dynamic.</p> <p>Website: www.idfcfirstbank.com</p>
Job Title	Bank Officer (Sales) – Savings / Current Accounts
Job Description	<p>The role entails direct customer interaction and is responsible for business acquisition of savings/current accounts for a designated branch. It will also entail explaining and selling banking products to customers and acting as a link between customers and bank - ensuring best in-class service to the customers. The role bearer has a responsibility to support Sales Manager in catchment mapping, customer feedback and identifying and converting potential opportunities. The role bearer is responsible for driving client acquisition, deepening customer relationships and capitalizing on lifetime value in each relationship to achieve larger organizational goals.</p> <p><u>Roles & Responsibilities</u></p> <ul style="list-style-type: none"> • Acquisition of NTB Savings/current account customers in the identified segment and • reference generation from the specified catchment area • Ensure acquisition of high-quality savings/current accounts in terms of product mix, • segments and constitution mix • Proactive registration and activation of acquired customers to direct banking channels • Meet and exceed the defined targets of new customer acquisitions month on month • by analysing transaction banking needs of the customer • Assist and support the Sales Manager in catchment mapping and scoping exercise • Provide regular feedback to SM / RM on opportunities and customer needs • Ensure adherence to selling norms and SOPs defined by the organization • Ensure strict compliance with internal guidelines and external regulations • Ensure quality sourcing in line with the Bank's policy • High degree of market awareness and understanding of customer's needs • Collaborate with other branch departments and functions to provide products and service offerings to the customer to ensure customer centricity.
Job Location	PAN India
Eligible Degrees	MBA (any specialization)
Eligibility Criteria	CGPA/Percentage: 50 % across academics Backlogs: No standing backlogs

Desired Skills	-
Compensation (CTC)	Rs. 3 LPA (Fixed Pay) + Incentives + Other Benefits
Selection Process	Assessment Test and Interview
Date of Interview	Will inform later
Venue	Online/Virtual