

HERAMBA CHANDRA COLLEGE

Campus Recruitment drive of **ICICI Bank** on **24.02.16** at **12:00 noon**

Interested students have to register your names here:

<https://docs.google.com/forms/d/16pzhwjfjtiblPeBdvGk9L9fpVamHq3U0DaMX3W9pyUw/edit>

The students have to come in formals, carry updated CV, photocopies of Voters Card/PAN Card/ADHAAR Card, photocopies of previous mark sheets.

The details of the Recruitment Drive and about the company:

Please note the following eligibility criteria:-

- 1) Ready to do sales
- 2) Graduation (Any stream apart from B.Tech, B.E)
- 3) Age 20-26 years
- 4) No MBA or PGDM or PGPM
- 5) Age 20-26 years

Information to candidate and declaration

Welcome to the selection process of Sales Officer for ICICI Bank. We request you to please read this hand-out very carefully and ensure that you have completely understood the contents and all the details that are mentioned in this hand-out. Please ensure that you clarify all your doubts with the authorities before proceeding further. Contents of this hand-out: 1. Job Profile Details 2. Eligibility Criteria 3. Selection Process 4. Training Program details 5. Compensation details 6.

Applicant Declaration

1. Job Profile Details: Designation : Sales Officer Type : Permanent on-rolls of ICICI Bank Role & Responsibility • It is a pure sales job and not a branch operations job • You would be required to generate business for your designated branch in the assigned geography • This would require field activities and the work would involve local travel in the assigned geography • Responsible for achieving monthly sales target assigned • Market mapping, customer mapping, competitor mapping in the geography assigned • Sales of Current Account & Savings Account (CASA) along with other bank products. • Proactively identify sales prospects and to do business development activities in the assigned geography • Co-ordinate with internal teams to accomplish the task assigned • Work within the compliance boundaries set by the regulatory bodies and the bank • Work for satisfying the customer needs by selling the right products and services offered by the bank The role as defined above is subject to change at the discretion of ICICI Bank.

2. Eligibility Criteria: If you fulfil all the below mentioned criteria, you will be eligible for selection process • You should not be a MBA/BE/B.Tech/Hotel Management Degree holder • You age must not exceed 26 years as on academy batch start date • Minimum qualification: Graduate (10+2+3 education compulsory) results awaited students can also apply • Experience: 0 – 2 years of relevant experience post graduation / fresher's can also apply. • You should submit the photocopy of graduation certificate & marksheet, DOB proof, address proof, Govt ID proof at the time of interview • In case you are yet to receive the final year Graduation results, you are required to submit the passing certificate within 3 months of joining ICICI bank. • You must not have any blood relatives currently working with ICICI Bank • You must not have been interviewed by ICICI Bank in the past 6 months • You must not have worked with ICICI Bank If you FULFILL ALL the below mentioned criteria, you will be eligible for Selection Process.

3. Selection Process: English Proficiency Assessment Tool (E-PAT) Sales Profiler Online Test Personal Interview Training Fee Payment (for selected candidates) Start as Sales Officer at ICICI Bank 15 days on the job internship at designated ICICI branch 15 days residential training at Noida

/ Raipur / Baroda ITM Campus Offer Letter Information to Candidate & Declaration ISA/ICICI-N/16112015/LM/1.4 Applicant required to successfully clear the screening round with ITM and ICICI Bank HR followed by selection and submit the training fees DD of Rs.14,313/- (inclusive of applicable taxes) to get enrolled for the Certification in "Sales Management". DD should be in favour of ITM-EDUTECH TRAINING PVT. LTD for Rs.14,313/- (inclusive of applicable taxes) payable at Mumbai

4. Training Program Details: a) Program Structure • Conducted by ITM Group of Institutions • 30 days training programme (including 15 days residential training at Noida / Raipur / Baroda and 15 days on the job internship at designated ICICI Bank branch) • Skill development training program - blended curriculum with instructor led classroom training • Induction into ICICI Bank • Building customer service orientation. Developing selling and presentation skills • Training on processes and compliance • Training on internal guidelines, rules and regulations • Building confidence to communicate effectively with various stakeholders in a business environment • Training faculty - experienced professionals in the field of Finance and Sales • Overall grooming - sessions by experts from ICICI Bank & Banking Industry • After successful completion of the training programme, participants will be awarded "Certificate in Sales Management" Successful completion of Certificate in "Sales Management" is MUST to be absorbed in ICICI Bank rolls as Sales Officer b) Fee • The total cost of training to ITM Edutech Training Pvt. Ltd. is Rs.17,500/- plus applicable tax (Rupees Fifteen Thousand only plus applicable taxes) that is inclusive of expenses on faculty, training material, boarding and lodging. ICICI Bank would be making training investment for equipping the candidate with the relevant professional skills, knowledge and also to enhance his/her abilities in discharging duties as Sales Officer. • At the time of offer the selected candidate will pay only Rs.14,313/- (inclusive of applicable taxes) via DD to ITM Edutech Training Pvt. Ltd. and balance will be paid by ICICI Bank (i:e Rs.5,000/- plus applicable service tax on behalf of each candidate) • No refund of the training fees paid by the applicant will be done at any point, where he/she fails to complete the training programme or intend to discontinue services of ICICI Bank for any reason whatsoever or if he/she fails in final graduation examination.

5. Compensation & Benefits • You will be attending a 15 days residential training at Noida / Raipur / Baroda, with Rs.5,000/- financed by ICICI Bank. • You will be reimbursed the cost of train travel by sleeper class for the travel to city of the ICICI Sales Academy by the shortest route from your current place of stay, on submission of original ticket for the journey. • On successful completion of the training course at Noida / Raipur / Baroda and 15 days on the job internship, you will start at the designation of Sales Officer at an annual CTC of Rs.1.55 Lacs – 1.79 Lacs, plus performance based incentives that are subject to necessary taxes and deductions. • During on the job internship period, you will be paid an all inclusive gross lump sum stipend of Rs. 7,400/- (Rupees Seven thousand four Hundred only) per month. This is subject to necessary taxes and deductions.

6. Declaration by the candidate: • I fulfil all the conditions mentioned in the eligibility criteria for this job. • I am aware that this is a outdoor sales profile job in ICICI Bank and will not be operation job. • I understand that I am required to promote banking products and cross sell products including loans, insurances etc. • I agree to undergo 15 days residential training program at Noida / Raipur / Baroda. • I understand that only on successful completion of the "Certificate in Sales Management", I will be able to join ICICI Bank as "Sales Officer". • I understand that there is a training fee involved, for upgrading my knowledge & skills to enable me to perform better in the new role. • I agree that I shall not make any request pertaining to change of location during & after the training program, as the job location would be final as per the offer letter. The decision of change of job location is purely at discretion of ICICI Bank. • I agree to make payment of Rs.14,313/- (inclusive of applicable taxes) via demand draft for enrolment into the program and that no refund of the training fees paid will be done at any point, where I fail to complete the training programme or intend to discontinue services of ICICI Bank for any reason whatsoever or if I fail in my final graduation examination. • I hereby declare that all the information and documents provided by me are correct and true to the best of my knowledge. • I understand the content mentioned above and explained is in the language I understand. Anything found false in

future, ITM/ ICICI Bank are authorised to take any legal action against me. • I declare that I am medically fit to join the training programme & service at ICICI bank thereafter. Signature of the Applicant Place Signature of the Guardian Name of the Applicant Date Name of the Guardian
ISA/ICICI-N/16112015/LM/1.4

About ICICI Bank: ICICI Bank Limited (NYSE:IBN) is India's largest private sector bank and the second largest bank in the country, with consolidated total assets of US\$119 billion at March 31, 2012. ICICI Bank's subsidiaries include India's leading private sector insurance companies and among its largest securities brokerage firms, mutual funds and private equity firms. ICICI Bank's presence currently spans 19 countries, including India.

ICICI Bank partners with ITM University to offer Certificate Course in Mumbai: ICICI Bank Ltd., India's largest private sector bank, and ITM University, Chhattisgarh, have come together to launch a specialized certificate course in Retail Banking Sales Management. This industry-academia partnership is yet another step by ICICI Bank towards creating a talent pool to meet the growing demand of pre-skilled human capital by the banking industry.

The partnership was launched by Ms. Chanda Kochhar, Managing Director and CEO, ICICI Bank and Dr. P. V. Ramana, Chairman of the ITM Group of Institutions.

The course, under the banner of the ICICI Bank Sales Academy in collaboration with ITM University, will be conducted on a fully residential basis at the university campus at Raipur. Participants to this course would be sourced and selected from locations where ICICI Bank has its branches, and would thus provide learning and job opportunities in an inclusive manner through such localized sourcing.

The course will be of three months duration, comprising one month of instructor led classroom activity at the university campus at Raipur, and two months of internship at branches of ICICI Bank. On successful completion of the campus leg of the course, participants would be absorbed as sales trainees on the rolls of the Bank, and posted back in their respective local market.

The course curriculum has been designed with inputs from ICICI Bank and aims at imparting a desired blend of knowledge, skills, grooming and behaviours relevant to the front line sales function.

Principal