



**Vidyavardhaka Sangha®**  
**Vidyavardhaka First Grade College**

**CAREER GUIDANCE & PLACEMENT CELL**  
**In Association with**  
**TVS Training & Services Ltd.**  
**Campus Recruitment drive**  
**For the post of**  
**SALES OFFICER @ ICICI Bank**

**17-01-2019 @ 11 AM**







Campus Recruitment Drive For ICICI Bank, AXIS BANK and MAX LIFE From TVS Training and Services (A TVS Group Company)

Campus Recruitment Drive for Final year Graduate and post graduate students and 2017 Passed out Students, and also students from Sri K Puttaswamy First Grade College held in our Campus on 17-01-2019.

TVS Training and Services is a TVS Group Company and have a sign-up with ICICI Bank to source and train Sales Officers across South India.

As on date they have sourced, trained and placed more than 7000 Candidates with BFSI sector many of trainees have been placed are doing extremely good in building their career with Banking, Insurance and other financial sectors. They have also visited and selected candidates from more than 800 colleges in overall south India on behalf of leading private sector Banks like ICICI Bank, Kotak Mahindra Bank & HDFC bank.

The selected candidate can be offered to work as Sales officers in ICICI Bank branches at Karnataka post to the completion of 15 days of induction training program with TVS Training & Services.

TVS TS will make arrangement of lodging, boarding, travel and study material for 15 days residential training in Chennai. **JOB DESCRIPTION:** Position Name: OFFICER (Sales)  
Job Type: On-Role Job, Day 1 onward they will be work under the ICICI Payroll.

**Benefits :** the employee will be entitled to enjoy all the benefits which is providing by the company i.e.; Bonus, Incentives, Medical Insurance, Leave Policy, ESI, EPF, Family Insurance Coverage policy & also they will get the Certification of \***“RETAIL BANKING SALES MANAGEMENT”**\* at end of the first month training.

**Promotions:** The Incumbent will get the Senior Level promotion after successfully completing 24 Months of service with the Bank.

Growth Level 1: OFFICER

Growth Level 2: Sr. OFFICER

Growth Level 3: Deputy Manager Band 1

Growth Level 4: Deputy Manager Band 2





#### ELIGIBILITY CRITERIA:

Any graduate below 26 Years of age ( MBA, B.E & B.Tech – Not Eligible).

#### ROLL OF SALES OFFICER:

- 1.. Selling of Banking Products.
- 2.. Ensure customer satisfaction
- 3.. Identify potential customers in the assigned market
- 4.. Follow up on new customer leads and referrals to generate business
- 5.. Maintain sales report In discharging the duties of a Sales Officer, one needs to adhere to the defined internal guidelines and procedures of the bank Placement at ICICI Bank
- 6.. During the days on-the-job training, the applicant will be paid an all-inclusive lump-sum stipend of Rs.3600 ( for 15 days)
- 7.. The salary will range from Rs.1.60 lacs per annum (C&D class cities) to Rs.1.96 lacs per annum (A&B class cities)
- 8.. All employees covered under Group Medical Insurance, Group Life Insurance and Group Personal Accident Insurance Schemes of ICICI Bank
- 9.. All trainees will be reimbursed the cost of train travel by sleeper class for the travel to the Academy and to the location of branch posting Selection Process.

#### SELECTION PROCESS:

- 1.. Language Proficiency Test (This is a rejection parameter),
- 2.. Sales Profiler – Online Assessment
- 3.. Personal Interview

#### JOB LOCATION:

Across KARNATAKA

**Nearly 120 students from UG, and 50 students from PG and 25 students from Sri K Puttaswamy First Grade College were attended the drive.**

**In the first round aptitude test was conducted and around 60 students from UG, 40 students from PG and 20 students from Sri K Puttaswamy First Grade College were Selected for second round of interview**

**In the second round a group discussion was conducted and around 30 students from UG, 20 students from PG and 10 students from Sri K Puttaswamy First Grade College were shortlisted.**