

**Sarvajanik Education Society
S. R. Luthra Institute of Management**

**Report on Final Campus Placement of Motilal Oswal Services Ltd. at
SRLIM, Surat**

**Motilal Oswal Services Ltd. offered Business Development Executive and Relationship
Manager/ Dealer to final year students of S. R. Luthra Institute Of Management
(SRLIM), Surat on 9th May, 2015.**



Motilal Oswal Securities Ltd. (MOSL) was founded in 1987 as a small sub-broking unit, with just two people running the show. Focus on customer-first attitude, ethical and transparent business practices, respect for professionalism, research-based value investing and implementation of cutting-edge technology have enabled us to blossom into an over 1500 member team. Today they are a well-diversified financial services firm offering a range of financial products and services such as Private Wealth Management, Retail Broking and Distribution, Institutional Broking, Asset Management, Investment Banking, Private Equity, Commodity Broking, Currency Broking and Home Finance.

MOSL have a diversified client base that includes retail customers (including High Net worth Individuals), mutual funds, foreign institutional investors, financial institutions and corporate clients. MOSL are headquartered in Mumbai and as of March 2015, had a network spread over 520 cities and towns comprising 1,743 Business Locations operated by our Business Partners and us. As on March 2015, MOSL had 740,000 registered customers.

MOSL offered two designations i.e. Business Development Executive (BDE) with MEP of INR 2.5 Lacs PA and Relationship Manager (RM)/Dealer with MEP of INR 1.45 Lacs PA to final year students of SRLIM. 27 final year students from S R Luthra Institute of Management were shown interest for both the offers together. They were called at Surat Branch. The selection process begins with introduction of the company and role and responsibilities of the students. Mr. Kishor Mali, Branch Manager and Mr. Pratik Sanghvi, Regional Head explained the candidates and candidates' query were resolved. Students found this as one of the lucrative opportunity to work in Stock Broking industries.

There were two rounds of interview for interested candidates. The first round is conducted by Mr. Pratik Sanghvi, Regional Head, MOSL and Mr. Swanil Katare, Associate Vice President – BPEX, MOSL. There are 8 candidates were shortlisted after first round of interview. The shortlisted candidates were called for second round of interview and finally 3 candidates were selected 2 as Relationship Manger/Dealer and 1 as Business Development Executive.