



SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER



Report on Final Campus Placement for HDFC Sales Pvt. Ltd. on 22nd November, 2019 at S. R. Luthra Institute of Management, Surat



Company Overview

HDFC Sales is a wholly owned subsidiary of HDFC Ltd. The company has been floated as a distribution arm of HDFC with an objective of offering quick and easy service to prospective clients of HDFC group. HDFC Sales offers financial management solutions to individuals encompassing among other products like Home Loans, Life Insurance, Mutual Funds and Fixed Deposits.

HDFC Sales values integrity, commitment, teamwork and excellence in customer service. Our most valuable assets are our Human Resources. We are truly proud that today we have a highly motivated team of sales persons. We're in the business to serve customers. 'Service' is our value. The Sales officer is closest to the customer and is placed at the top and his managers are placed at the bottom. The manager is a facilitator spearheading team effort. The entire hierarchy is to facilitate the level above him so that customer servicing is done well.

At HDFC Sales Pvt. Ltd. we have the below mentioned divisions and respective products/functions that assess your current financial liabilities and investment objectives to arrive at the optimum investment mix that will help you cover your liabilities and achieve your financial goals.

Home Loans: LAP (Loan Against Property), Mortgage Services, Financial Services: Life Insurance, General Insurance, Fixed Deposits, Mutual Funds, Learning & Development: Induction, Product knowledge & Training, Sales Training, Lead Management System: Operations, Dialer Management, Quality Support Staff: Marketing, Customer care, Operations.

Quick Details

Employer	HDFC Sales Pvt. Ltd
Date of Interview	22 nd November, 2019
Designation Offered	Sales Associate Home Loans Sales Associate – Financial Tele lead Executive
Maximum Earning Potential	INR 500000 p.a.
Eligibility Criteria	<ul style="list-style-type: none"> • Must have PAN Number AND Aadhar Card • Must be willing for sales (Though Home loans are very easy product to sale, candidate must be having jealous nature)
Interview Conducted by	Mr. Shubham Sharma, HR Manager
No. of students Appeared	92
No. of Students Selected	3

Selection Process Details

Stages of Selection	Pre-Placement Talk	Stage 1 GD	Stage 2 PI - 1	Stage 3 PI - 2	Selected
	Appeared	Appeared	Appeared	Appeared	
Students	92	88	34	9	3