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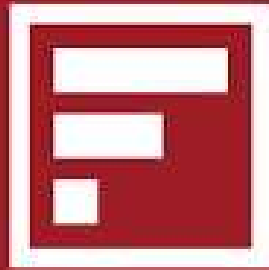


**SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER**



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Report on Final Campus Placement for IDFC Capital First Bank on 16th January, 2022



IDFC FIRST Bank

Quick Details

Employer	IDFC Capital First Bank
Date of Interview	16 th January, 2022
Designation Offered	Bank Officer - Sales
Maximum Earning Potential	INR 4,00,000 p.a.
Interview conducted by	Mr. Nikhil Jain (Cluster Head)
No. of students Appeared	91
No. of Students Selected	9

📍 M.T.B. College Campus, Nr. Adarsh Society, Athwalines, Surat-395001, Gujarat, India.

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Company Overview

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. 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 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. Post the merger, Mr. V Vaidyanathan, CMD, Capital First Ltd., has taken charge as MD and CEO of IDFC FIRST Bank Ltd.. As a preferred employer of choice, IDFC is a new-age technologically advanced and progressive bank, fast growing and extremely dynamic. IDFC has a vision to Create the World's Best Bank, right here in India and invite you to be a part of this exciting journey.

Job Profile

Offered Designation: Bank Officer - Sales

Roles and Responsibilities:

1. Acquisition of NTB Current account customers in the identified segment and reference generation from the specified catchment area
2. Ensure acquisition of high-quality current accounts in terms of product mix, segments and constitution mix
3. Proactive registration and activation of acquired customers to direct banking channels

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4. Meet and exceed the defined targets of new customer acquisitions month on month by analysing transaction banking needs of the customer
5. Assist and support the Sales Manager in catchment mapping and scoping exercise
6. Provide regular feedback to SM / RM on opportunities and customer needs
7. Ensure adherence to selling norms and SOPs defined by the organization
8. Ensure strict compliance with internal guidelines and external regulations
9. Ensure quality sourcing in line with the Bank's policy
10. High degree of market awareness and understanding of customer's needs
11. Collaborate with other branch departments and functions to provide products and service offerings to the customer to ensure customer centricity

Location: PAN GUJRAT (Only Bank will decide your job location. Apply only if you are open for any location of Gujarat. Candidates would be placed at Home Location.)

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