



**SARVAJANIK
UNIVERSITY**

INCLUSIVE | INTEGRATED | INNOVATIVE

creating an enlightened society...



SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER



Approved by AICTE | Constituent College of Sarvajani University

Report on Final Campus Placement for Axis Bank on 8th October, 2021 conducted Off-Campus



Quick Details

Employer	Axis Bank Ltd.
Date of Interview	8 th October, 2021
Designation Offered	VAM-NRI, VAM - Domestic, VRM-Priority, VRM-NRI, Retail Sales
Maximum Earning Potential	INR 4,07,000 p.a.
Interview conducted by	Ms. Maithili Bagare (Manager – HR)
No. of students Appeared	86
No. of Students Selected	01

Company Overview

Axis Bank is the third largest private sector bank in India. The Bank offers the entire spectrum of financial services to customer segments covering Large and Mid-Corporates, MSME, Agriculture and Retail Businesses.

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

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Axis Bank is one of the first new generation private sector banks to have begun operations in 1994. The Bank was promoted in 1993, jointly by Specified Undertaking of Unit Trust of India (SUUTI) (then known as Unit Trust of India), Life Insurance Corporation of India (LIC), General Insurance Corporation of India (GIC), National Insurance Company Ltd., The New India Assurance Company Ltd., The Oriental Insurance Company Ltd., and United India Insurance Company Ltd. The shareholding of Unit Trust of India was subsequently transferred to SUUTI, an entity established in 2003.

Job Profile

Offered Designation: VAM (Domestic) & VAM NRI

Roles and Responsibilities:

1. Responsible to understand banking products and services, understand the customer portfolio mapped to the VAM and understand the customer's needs and requirements and cater select banking products and services accordingly thereby garnering revenue for the bank.
2. Exploring business opportunities through acquisition of new customers for the bank through remote digital media viz. phone call, email Needs to be proficient in the core New to Bank (NTB) liability product being offered and possess working knowledge of Retail Asset products, Banking operations, Investment options and Card products.
3. To achieve the set target of revenue through: > Client Outreach > Revenue Targets > Technical Skills > Controls and > Customer Service and Sales.

Location: Pan India

Eligibility Criteria:

- Female candidates only
- Minimum 50% marks in 10th, 12th and Graduation
- No gap in education until completion of graduation
- Indian citizen
- MBA – Marketing, Finance, HR specialization
- Willing to serve at any of the branches across India

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Offered Designation: VRM (Priority) & VRM NRI

Roles and Responsibilities:

1. Responsible for handling queries to ensure customer satisfaction and carry out responsibilities through remote digital media viz. phone call, email.
2. Responsible to understand banking products and services, understand the customer portfolio mapped to the VRM and understand the customer's needs and requirements and cater banking products and services accordingly thereby garnering revenue for the bank.
3. Exploring business opportunities with existing customers of the Bank.
4. To achieve the set target of revenue through: > Client Outreach > Revenue Targets > Technical Skills > Controls and > Customer Service and Sales.

Location: Pan India

Eligibility Criteria:

- Female candidates only
- Minimum 50% marks in 10th, 12th and Graduation
- No gap in education until completion of graduation
- Indian citizen
- MBA – Marketing, Finance, HR specialization
- Willing to serve at any of the branches across India

Offered Designation: Retail Lending – Sales Manager

Roles and Responsibilities:

1. Achieve the disbursement targets as assigned by the organization and ensure maintenance of quality of the portfolio.
2. Process transactions efficiently and accurately while maintaining high service standards.
3. Handle customer queries and provide appropriate solutions.
4. Engage with customers and generate revenue by promoting and cross-selling other products.

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5. Manage relationships with customers to increase the depth of existing relationships.
6. Responsible for the soft recovery of loans in existing portfolio.
7. Comply with KYC/SEBI rules, regulations, and legislation governing the bank.
8. This role will have various products: SBB, Rural lending, Bharat Banking, Mortgages, Wheels, Consumer).

Location: Pan India

Eligibility Criteria:

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