

Dr. Ayush Srivastava
Assistant Registrar
Nodal Officer-Training & Placement



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05th Feb' 2020

To
Directors/Principals
Colleges affiliated/associated to Dr. APJ Abdul Kalam Technical University Lucknow, Uttar Pradesh

Subject: Regarding company IDFC First Bank hiring opportunity for MBA student of 2021 batch

Dear Sir/Ma'am,

Please to inform you that as part of hiring process for MBA candidates of 2021 batch, company IDFC First Bank wish to invite the students of AKTU affiliated colleges for this drive. Please find invitation and link for the participation of students as per the details attached herewith (Annexure A). You are requested to kindly go through and encourage the students for registration latest by **07-Feb-2021**.

ERP Link: erp.aktu.ac.in

If you have any concern, you are requested to feel free to write at tnp.aktu@aktu.ac.in

With warm regards,

(Dr. Ayush Srivastava)
Assistant Registrar
Nodal Officer – Training & Placement

Copy to:

1. Registrar, AKTU, Lucknow
2. Finance Officer, AKTU, Lucknow
3. Controller of Examination, AKTU, Lucknow
4. Dean Student Welfare, AKTU, Lucknow
5. Media Prabhari, AKTU, Lucknow
6. Technical Officer, AKTU, Lucknow
7. In-charge Placements, AKTU, Lucknow
8. Staff Officer, Hon'ble Vice Chancellor for kind information

(Dr. Ayush Srivastava)

Campus Placements 2021

Job Notification Form

COMPANY OVERVIEW

Name of the Company	IDFC First Bank
Website / Other source of Information	www.idfcfirstbank.com
Company Type	Banking
Brief write-up on the Company (50 to 75 words)	<p>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.</p> <p>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.</p>

JOB PROFILE

Job Designation	<p>Bank Officer-Sales</p> <p>Job Title –</p> <ul style="list-style-type: none"> • Bank Officer - Current Account • Bank Officer - Savings Account
Job Description	<p>Bank Officer - Current Account</p> <p>Job Purpose:</p> <p>The role entails direct customer interaction and is responsible for business acquisition of current accounts for a designated branch. It will also entail explaining and selling banking products to customers and acting as a link between customers and bank - ensuring best in-class service to the customers. The role bearer has a responsibility to support Sales Manager in catchment mapping, customer feedback and identifying and converting potential opportunities. The role bearer is responsible for driving client acquisition, deepening customer relationships and capitalizing on lifetime value in each relationship to achieve larger organizational goals.</p> <p>Roles & Responsibilities:</p> <ul style="list-style-type: none"> • Acquisition of NTB Current account customers in the identified segment and reference generation from the specified catchment area • Ensure acquisition of high-quality current accounts in terms of product mix, segments and constitution mix • Proactive registration and activation of acquired customers to direct

banking channels

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

Bank Officer - Savings Account

Job Purpose

The role entails direct customer interaction and is responsible for business acquisition of savings accounts for a designated branch. It will also entail explaining and selling banking products to customers and acting as a link between customers and bank - ensuring best in class service to the customers. The role bearer has a responsibility to support Sales Manager in catchment mapping, customer feedback and identifying and converting potential opportunities. The role bearer is responsible for driving client acquisition, deepening customer relationships and capitalizing on lifetime value in each relationship to achieve larger organizational goals.

Roles & Responsibilities

- Acquisition of NTB Savings account customers in the identified segment and reference generation from the specified catchment area
- Ensure acquisition of high-quality savings accounts in terms of product mix, segments and constitution mix
- Proactive registration and activation of acquired customers to direct banking channels
- Meet and exceed the defined targets of new customer acquisitions month on month by analyzing transaction banking needs of the customer
- Assist and support the Sales Manager in catchment mapping and scoping exercise
- Provide regular feedback to SM / RM on opportunities and customer needs
- Ensure adherence to selling norms and SOPs defined by the organization
- Ensure strict compliance with internal guidelines and external regulations
- Ensure quality sourcing in line with the Bank's policy

	<ul style="list-style-type: none"> • High degree of market awareness and understanding of customer's needs • Collaborate with other branch departments and functions to provide products and service offerings to the customer to ensure customer centricity
Place of Posting	Pan India
Key Responsibilities:	Same as JD
Type of Placement	Regular
SALARY DETAILS	
Cost to Company (CTC)	3 LPA (Fixed Pay) + Incentives + Other Benefits
Training Period	during Job
Salary / stipend paid during training	Same as fixed salary
Bond or Service Contract (If Yes, give details)	No
SELECTION PROCESS	
Shortlist from Resumes	NA
Written Test (Technical / Aptitude)	Yes
Group Discussion	NA
Personal Interview	<ul style="list-style-type: none"> • A pre-campus testing will be held • IDFC FIRST Bank's recruitment virtual drive will be conducted on earliest available and best date / time-slot available.
Minimum Number of Offers You intend to make	60 , across Lucknow, Kanpur, Noida, Ghaziabad, Agra and Varanasi (Depends on shortlist from test and interview)
Eligible Department and Program	MBA with any specialization of Batch 2021
Specific Eligibility requirement (Please mention)	<ul style="list-style-type: none"> • CGPA/Percentage: 50 % across academics • Backlogs: No standing backlogs
Date & Time of the Drive	Yet to be decided
Venue	Yet to be decided
Expected Joining (dd/mm/yyyy)	Yet to be decided