Tecnia Institute of Advanced Studies

Job Opening Notification

Ref/2012-13/BBA/J19/22March

This is to inform to BBA HOD and Program Coordinator that we had following Job Openings from *M/s YES Bank* with immediate joining. All the students of BBA VI Semester (Morning and Evening) who are interested in the given Job Profile and are ready to join immediately if selected are required to give their confirmation to CRC, 1st Floor PG Building latest by 22th March 2012.

Process

1) Confirmation to CRC by 22nd March 2012

2) Registration through Co.Cubes.com by 23rd March 2012

3) Walk in Interview at Yes Bank, South Ex Office on 24th March 2012

Job description Enclosed. For any query speak to under signee

Amit Kumar Dheri
CRC MANAGER

Punam Agarwal
CRC Coordinator

CC:

Director

HOD BBA

22/3/12

CoCubes.com
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Understanding Client

Company Profile	YES BANK, India's new age private sector Bank, is an outcome of the professional entrepreneurship of its Founder, Rana Kapoor and his highly competent top management team, to establish a high quality, customer centric, service driven, private Indian Bank catering to the "Future Businesses of India". YES BANK is the only Greenfield license awarded by the RBI in the last 15 years, associated with the finest pedigree investors. YES BANK has fructified into a "full service" commercial Bank that has steadily builtCorporate and Institutional Banking, Financial Markets, Investment Banking, Corporate Finance, Branch Banking, Business and Transaction Banking, and Wealth Managementbusiness lines across the country, and is well equipped to offer a range of products and services to corporate and retail customers. For more details, visit us at http://yesbank.in/
Target Degrees & Branches	Graduates (BA/B.Com/BBA)
Batch	2012
CTC and incentives	1.75 L
Designation	Client Relationship Partner (Executive)
Role & Responsibilities	▪ Create a portfolio of Small & Medium Enterprise clients (Corporates with turnover of Rs. 20-150 Cr.) through sales of Current Accounts, liability products & cross sell of third party products (Mutual Fund, insurance etc.) ▪ Focus on creating leads for offering financial solutions for credit requirements, cash management and trade financing and share them with the senior team members ▪ Deepen the current accounts (liabilities) and cross sell wealth management products ▪ Based on CRM, meet and understand the client requirement; business development of clients based on identified select industry segments ▪ Maintain ongoing contact with operations in order to ensure smooth delivery of transactions ▪ Query resolution with the credit team; final closure and negotiation with the client; post-dispersal servicing
Joining Locations	Delhi/NCR
Joining Period	April

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Understanding Client

Interview Location & Date	TBD
Selection Process (No. of Interview Rounds)	■ Group Discussion ■ Personal Interviews
% Cut-off	60% (10^{th}, 12^{th}, Graduation) – no backlogs at the time of interviews