

Tecnia Institute of Advanced Studies


Job Openings Notification

Ref/2012-13/BBA/J20/28March

This is to inform to BBA HOD and Program Coordinator that we had following Job Openings from mentioned companies 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 along with resume to CRC, 1st Floor PG Building latest by 29th March 2012.

S.No	Company Name	Job Profile	Package	Remarks
1	Yes Bank	Sales & Operations	Rs 1.5 Lakh p.a. plus Incentive	Job Location Delhi/NCR
2	Religare	Sales	Rs 2.0 Lakh p.a. plus incentive	Job location Delhi/NCR
3	Paramount Group	Customer Service	Rs 1.2 Lakh p.a.	Only Female

For any query speak to under signee



Amit Kumar Dheri
CRC MANAGER



Punam Agarwal
CRC Coordinator

CC:

Director

HOD BBA

Job Description

Designation	Sales Executive
Reporting to	Branch Head - Sales
Location	Paschim Vihar
Function	Sales
No of people reporting	Nil

KEY RESPONSIBILITIES/ PURPOSE:

1. Presentable, Energetic and Impressive Personality for Convincing and Negotiating with Clients in order to attain targets with ease (On Telephone).
2. Maintaining Back End Operation (DATABASE, CLIENT Records and so on)
3. Interactive Communication dealing with new and existing Clients.
4. Generating the need and Performing Regular FOLLOW Ups among clients

Candidate should possess the following attributes:

1. BBA with Enthusiasm in DIRECT Client Interactions.
2. Good Knowledge of COMPUTERS
3. Strong understanding of customer and market dynamics and requirements.
4. Planning, Strategizing and Implementation of marketing tools so as to meet target.
5. Strong Selling, interpersonal and presentation skills.
6. Inner thrive and Power to achieve.

Remuneration Rs 8,000 - 10,000 in hand.

Company site: www.paramountinstruments.com

Job location Paschim vihar

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Reporting to	Branch Head - Sales
Location	Paschim Vihar
Function	Sales
No of people reporting	Nil

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Job location Paschim vihar

Understanding Client

Company Profile	<p>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 built Corporate and Institutional Banking, Financial Markets, Investment Banking, Corporate Finance, Branch Banking, Business and Transaction Banking, and Wealth Management business lines across the country, and is well equipped to offer a range of products and services to corporate and retail customers.</p> <p>For more details, visit us at http://yesbank.in/</p>
Target Degrees & Branches	Graduates (BA/B.Com/BBA)
Batch	2012
CTC and incentives	1.75 L
Designation	Client Relationship Partner (Executive)
Role & Responsibilities	<ul style="list-style-type: none"> ■ 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

Understanding Client

Interview Location & Date	TBD
Selection Process (No. of Interview Rounds)	<ul style="list-style-type: none">■ Group Discussion■ Personal Interviews
% Cut-off	60% (10 th , 12 th , Graduation) – no backlogs at the time of interviews