



BDE - JOB DESCRIPTION

Grade	Business Development Executive (BDE)
Nature of Employment	On rolls of the Bank
Reporting Authority	Branch Sales Manager (BSM)
Key Responsibilities	<p>It is a sales job which involves travelling within the city/local area and has the following responsibilities :</p> <ul style="list-style-type: none"> ✓ To sell the Bank's products – <ul style="list-style-type: none"> • Savings Accounts • Current Accounts • Term Deposits • Debit / Credit Cards ✓ To acquire new to Bank customers and pursue new business relationships ✓ To fulfill KYC norms ✓ To reach out to High Net-worth Individuals ✓ To increase the customer base by developing business relationships with current customers
Skills	<ul style="list-style-type: none"> • Presentable • Good command over English and local language • Good interpersonal skill • High Sales orientation for achieving numbers • Proactive and Creative • Ability to work under pressure
Conveyance Requirement	Two wheeler preferable, Driving License Must
Salary & Incentive	<p>Monthly Fixed salary + Incentive (subject to achieving targets)</p> <p>Salary : Rs. 12,600/- p.m. It includes a sum of Rs. 800/- p.m. for meeting conveyance expenses. Mobile Reimbursement of Rs. 500/- p.m. will be paid with salary.</p> <p style="padding-left: 40px;">: CTC -Rs. 1.70 lacs p.a.</p> <p>Incentive : One can earn a maximum incentive of up to Rs.7,20,000/- p.a. (Rs.60,000/- p.m.).</p>
Academic Qualification	Graduates
Age & Other Criteria	<p>Fresher/Exp.– up to 26 yrs. (Fresher's Preferred) up to 29 year for experienced.</p> <p>Only Male candidates are eligible for the said Profile.</p> <p>Minimum Graduation Pass out Candidates with all three year mark sheet are eligible.</p> <p>B.tech/ BE Engineering candidates are not eligible.</p> <p>Bike & Two wheeler Driving license is mandatory .</p>
Posting Location	Depending on the branch vacancy
Career Path	<p>Well-defined career path with an opportunity to have fast career progression in the Bank as below :-</p> <p>BDE → Officer-Sales → Assistant Manager- Sales → Deputy Manager (BSM/RM/FDO) → Manager → Senior Manager (RM/BSM / Ops Head/Branch Head) → Assistant Vice President.....Can reach at AVP level in 10 yrs.</p>
Selection Process	Online Test followed by Personal Interview

Note :- On the day of Placement drive , Kindly Come with all your education documents , address proof and come in proper formally dress up also in proper shaved .

For any query :- Kindly Contact **Mr. Suryansh :- 7042237516&7417711108**

Also, mail your resume at – Varun.nagar@niit.com, and we shall get back to you...