

**ICFAI University, Jharkhand**

**Placement Notification**

Type: Online / On-campus

Ref No: IUJ/P22/SS/Int/00018

S/No.	Aspect	Details
01	Company Name	IDFC First Bank
02	Short brief on the Company	IDFC Limited was set up in 1997 to finance infrastructure, focusing primarily on project finance and mobilization of capital for private sector infrastructure development. Whether it is financial intermediation for infrastructure projects and services, whether adding value through innovative products to the infrastructure value chain or asset maintenance of existing infrastructure projects, the company focused on supporting organisations to get the best return on investments. The Company's ability to tap global as well as Indian financial resources made it the acknowledged experts in infrastructure finance. Dr. Rajiv Lall joined the company in 2005 and successfully expanded the business to Asset Management, Institutional Broking, and Infrastructure Debt Fund. He applied for a commercial banking license to the RBI in 2013. In 2014, the Reserve Bank of India (RBI) granted an in-principle approval to IDFC Limited to set up a new bank in the private sector. Following this, the IDFC Limited divested its infrastructure finance assets and liabilities to a new entity - IDFC Bank-through demerger. Thus, IDFC Bank was created by demerger of the infrastructure, lending business of IDFC to IDFC Bank in 2015.
03	Company Website	<a href="https://www.idfcfirstbank.com/">https://www.idfcfirstbank.com/</a>
04	Education Requirement (Program/Programs )	MBA
05	Eligibility Criteria ( Minimum Marks, if any)	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.
06	Designation/Job Title	Bank Officer
07	Job Description	<ul style="list-style-type: none"> <li>• Acquisition of NTB Savings account customers in the identified segment and reference generation from the specified catchment area</li> <li>• Ensure acquisition of high-quality savings accounts in terms of product mix, segments and constitution mix</li> <li>• Proactive registration and activation of acquired customers to direct banking channels</li> <li>• Meet and exceed the defined targets of new customer acquisitions month on month by analysing transaction banking</li> </ul>

		<p>needs of the customer</p> <ul style="list-style-type: none"> <li>• Assist and support the Sales Manager in catchment mapping and scoping exercise</li> <li>• Provide regular feedback to SM / RM on opportunities and customer needs</li> <li>• Ensure adherence to selling norms and SOPs defined by the organization</li> <li>• Ensure strict compliance with internal guidelines and external regulations</li> <li>• Ensure quality sourcing in line with the Bank's policy</li> <li>• High degree of market awareness and understanding of customer's needs</li> <li>• Collaborate with other branch departments and functions to provide products and service offerings to the customer to ensure customer centricity</li> </ul>
08	<b>Location</b>	Kolkata W.B
09	<b>Selection Process</b>	Registration through online Online assessment test Personal Interview at Kolkata (W.B)
10	<b>Link</b>	<a href="https://skillsconnect.in/job_profile/bank-officer-corporate-salary-idfc-first-bank">https://skillsconnect.in/job_profile/bank-officer-corporate-salary-idfc-first-bank</a>
11	<b>Salary (Rs/Month)</b>	3.75 LPA + Incentive
12	<b>Any other benefits</b>	As per the company norm
13	<b>Joining</b>	<b>8/2/2022</b>
14	<b>Last Date to Apply</b>	Immediately
15	<b>Person to be contacted</b>	Prof. Sumit Kumar Sinha
16	<b>Remarks</b>	Interested candidates contact immediately/ Respond through the mail .Send the latest CV