



## AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA

### **Globe Capital Market Limited** **Campus Recruitment - 2018 Passing Out Batch**

<b>Company</b>	Globe Capital Market Limited
<b>Ranking</b>	Awarded as India's Best Market Analyst 2014
<b>Website</b>	<a href="http://www.globecapital.com">www.globecapital.com</a>
<b>Batch</b>	<b>2018 Passing Out Batch</b>
<b>Joining Date</b>	<b>June 2018</b>
<b>Date of Campus</b>	Will inform through Email
<b>Time</b>	Will inform through Email
<b>Venue</b>	Will inform through Email
<b>Job Title</b>	<b>Management Trainee- Wealth Management</b>
<b>Eligible Degrees</b>	MBA / BBA
<b>Eligible Branches</b>	All
<b>Eligibility Criteria</b>	No Criteria
<b>Location</b>	NCR
<b>Compensation (CTC)</b>	3.6 LPA
<b>Roles &amp; Responsibilities</b>	<ul style="list-style-type: none"> <li>• Acquisition of new clients</li> <li>• Make strategic planning to grow Business for the all B2C &amp; B2B Branches of Delhi/NCR</li> <li>• Negotiating mutually profitable Investment opportunities with clients</li> <li>• Keeping in touch with customers through personal visits, telephone calls and correspondence.</li> <li>• Creating cross sell and up sell opportunities</li> <li>• Identifying, acquiring, developing and maintaining customer relationships</li> <li>• Delivering excellent customer support</li> <li>• Planning projects and activities systematically in line with business priorities</li> <li>• Maintaining up to date knowledge of competitor activity, products and services</li> <li>• Attending and contributing at sales meetings</li> <li>• Measuring customer satisfaction levels</li> <li>• Answering product related questions from customers</li> <li>• Taking on complex customer issues and resolving them</li> </ul>
<b>Other Desired Skills / Competencies</b>	<ul style="list-style-type: none"> <li>• Should be aware of financial products</li> <li>• Excellent communication skills</li> <li>• Excellent objection handling and conflict management skills</li> <li>• Efficient selling skills</li> </ul>

	<ul style="list-style-type: none"> <li>• Should be a Team player.</li> <li>• Ability to learn the new things within a short time span.</li> <li>• Should have good communication &amp; inter-personal skills.</li> </ul>
<b>Recruitment Process</b>	Pre Placement Talk, Group Discussion, Personal & HR Interview
<b>Documents Required</b>	a. Campus ID Card : Mandatory b. College ID Card : Original as well as Photocopy c. Passport Size colour Photos : Five in Numbers d. Photocopies of all Mark sheets : X, XII, UG (All Semesters) e. Updated Resume : Two in Numbers f. A4 sheets for rough work : Five in Numbers
<b>How to Apply?</b>	<p><b>Interested &amp; eligible students need to submit their resumes to their respective Placement officers</b></p> <p>Last date to submit your resume is <b>11th December 2017 by 5:00 PM</b></p>

**My Best Wishes are with you!**

**Prof. Dr. Ajay Rana**  
**Advisor**