



**BAJAJ CAPITAL**  
**Campus Placement - 2020 Passing Out Batch**

<b>Company</b>	BAJAJ CAPITAL		
<b>Batch</b>	2020 Passing Out Batch		
<b>Joining</b>	Immediate		
<b>Date of Hiring</b>	Will be Informed Later		
<b>Job Title</b>	<b>Profile 1 : Retail Business</b>  <b>Profile 2 : Client Connect Group</b>  <b>Profile 3 : La Premier</b>		
<b>Eligible Degrees</b>	MBA		
<b>Eligible Branches</b>	Sales & Marketing		
<b>Eligibility Criteria</b>	10 <sup>th</sup>	-	60 % Criteria
	12 <sup>th</sup>	-	60 % Criteria
	Graduation	-	6 % Criteria
	Post-Graduation	-	60 % Criteria
<b>Location</b>	Pan India		
<b>Compensation</b>	<b>Profile 1 : 3.5 LPA ( Stipend – 40% of revenue earned as compensation during Internship)</b>  <b>Profile 2 : 3.0 LPA ( Stipend – Rs 5000 (Fixed ) + variable model* per month for interns)</b>  <b>Profile 3 : 4.03 LPA (Stipend – 40% of revenue earned as compensation during Internship)</b>		
<b>Roles &amp; Responsibilities</b>	Profile 1 : <ul style="list-style-type: none"> <li>• Conduct daily sales calling with prospects and identify their needs. Provide and develop solutions and suggest schemes to clients basis their requirements &amp; goals.</li> <li>• Conduct timely and regular follow ups with the leads and tag them on CRM platform</li> <li>• Increase client database by meeting new clients and taking references from the existing ones and hence build AUM and AUA for the branch.</li> <li>• Help clients achieve financial goals through various product offerings</li> <li>• Update and cross -sell products to existing clients and update them about</li> </ul>		

	<p>the primary and secondary market trends</p> <ul style="list-style-type: none"> <li>• Update self -regarding all schemes, products and solutions by regularly attending trainings</li> <li>• Share regular communications with client regarding information, research and material of the organization</li> <li>• Conduct regular marketing activities with the regional marketing and product team by showcasing our products and features and generate leads</li> </ul> <p>Profile 2 :</p> <ul style="list-style-type: none"> <li>• The role holder is expected to provide prospects and customer with information about business product and services</li> <li>• Retrieve customer information and ensure record management of the same. The role incumbent is expected to set up new customer accounts, access existing customer accounts and manage sensitive customer data across one or more data entry systems.</li> <li>• Understand organizations products and services and hence quickly address customer concerns and questions and overcome potential roadblocks in the sales cycle.</li> <li>• Drive high customer satisfaction scores by adhering to script, following process and trying to provide a distinctive experience to clients and/ or prospective clients.</li> <li>• Ensure optimal productivity and efficiency and meet the goals of the organization by converting leads into sales.</li> <li>• Ensure support to sales by enabling appointment conversions, cross sell and inactive to active conversion.</li> <li>• Follow up with the sales and the CRM team to collect details of clients for whom the renewals, lapsations and cancellations based outbound process can be done to create client lists for the team.</li> </ul> <p>Profile 3 :</p> <ul style="list-style-type: none"> <li>• Conduct daily sales calling with prospects and identify their needs. Provide and develop solutions and suggest schemes to client's basis their requirements and goals.</li> <li>• Conduct timely and regular follow ups with the leads and tag them on CRM platform</li> <li>• Increase client database by meeting new clients taking references from existing ones and hence build AUM and AUA for the branch.</li> <li>• Helps clients achieve financial goals through various product offerings</li> <li>• Update and cross-sell products to existing clients and update them about the primary and secondary market trends</li> <li>• Update self -regarding all schemes, products and solutions by regularly attending trainings</li> <li>• Share regular communications with the regional marketing and product team by showcasing our products and features and generate leads</li> </ul>
<p><b>Skills Required</b></p>	<ul style="list-style-type: none"> <li>• Excellent communication skills (verbal and written) to communicate with global students.</li> <li>• Must be articulate, organized, detail-oriented and can multi-task.</li> <li>• Quick learner, with a positive attitude</li> </ul>

	<ul style="list-style-type: none"> <li>• Good knowledge of MS office</li> <li>• Ability to learn and apply new concepts</li> </ul>
<b>How to Apply?</b>	<p>All interested and Eligible students need to apply on the link below latest by 15<sup>th</sup> July 2020 by 8:00 P.M.</p> <p><a href="#">CLICK HERE TO APPLY</a></p>

**My Best Wishes are with you!**

**Prof. Dr. Ajay Rana**

**Advisor**