

SANGAMESHWAR COLLEGE, SOLAPUR (AUTONOMOUS)
PLACEMENT CELL

NOTICE

6th April, 2022

Catholic Syrian Bank Limited (CSB) one of India's oldest private sector banks with headquarters in the Thrissur district of Kerala is hiring candidates for the post of **‘Business Development Executives – CASA’ through Skills Connect**, hiring professional.

Eligibility for the post:

- **Any graduate and any post graduate students. (Freshers of Batch 2022 are allowed)**
- Good communication skills.
- Good presentation skills.
- Ability to convince potential clients to get on board with CSB Bank.

Key Performance Areas:

- Conduct market research, including area mapping, to identify sales possibilities and evaluate customer needs.
- Actively seek out new sales opportunities for Current Account & Savings Account through cold calling, networking, social media, existing customers and leads provided by the Bank.
- Plan and carry out sales and marketing activities, in the assigned areas/ markets.
- Plan and organize meeting with potential clients, evaluate their needs and achieve sales of products and services of the Bank.
- Help branches to plan and conduct customer meets.
- Participate in exhibitions and other local events on behalf of the Bank, in consultation and approval of reporting manager, with an objective of promoting the brand, product and services of the Bank.
- Collaborate with team/ branches to achieve optimum results.
- Identify and utilize opportunity for cross selling of other retail products and services of the Bank.
- Ensure sales quality and sales target and retention of customers.

- Seek and understand the Continuous / regular evaluation of products and services of competitors in own area and provide quality feedback to reporting manager with an aim to improve own products and services.
- Maintain liaison with Principal Officer and Branch Staff for speedy resolution of problems faced by customers, if any.
- Ensure compliance of the policies and process and the Bank, in all transactions and dealings.
- Ensure proper personal grooming and business-like dress code and appearance, while meeting customers and during business hours.
- Uphold the value and brand of the Bank at all times, especially while dealing with customers/ potential customers/ clients.
- Any other duties and responsibilities, assigned by the Bank.

Compensation: 3 lakh per annum (Any Post Graduate) and 2.5 lakh per annum (Any Graduate) - **immediate joining**

Job Location: Mumbai, Pune

Selection process: Through campus recruitment

- Assessment Test/Exams will be conducted by the Bank.

1. Students interested for the above job profile should immediately enrol their names by filling their details in the google form given. Link of Google form:

- <https://forms.gle/zRTvgEMhn3wH4RGf6>

2.. Students interested for the job should join the WhatsApp for further communication by clicking on link given below:

- <https://chat.whatsapp.com/HfCmOExBE4KL1gyAROSAuf>

3. Kindly find below link to register: **REGISTRATION LINK**



https://skillsconnect.in/job_profile/business-development-executive-casa-csb-bank - **PRESS APPLY NOW AND FILL THE FORM**

Last Date of Registration: 7th April, 2022 by 6 pm.

Dr. Ms. V. K. Purohit

Dr. Ms. S. V. Rajmanya

Convenor, Placement Cell

Principal