

University School of Open Learning Panjab University, Chandigarh

Placement Guidance Cell USOL and Central Placement Cell PU.

Subject: Reminder along with fresh requirements: Yes Bank placement offer (USOL, Session 2022-23)

Students who have graduation degree and are enrolled in Post graduation or PG diploma have to appear for an interview tomorrow.

Date: 17th February, 2023

Day: Friday

Time : 10.00 am

Location : Second Floor, SCO 129/130, Sector 9C Chandigarh

Contact Person : Aparna Singh / Rajan Singla

Number: 9983332030

Students should be formally dressed and should carry a copy of resumes on the day of interview.

Please go through the website of YES Bank <https://www.yesbank.in/> and the job profile attached.

Best Wishes

Prof. Harsh Gandhar, Convener, Placement Cell

Prof. Neeru, Chairperson

Job Description

- To acquire Quality CASA Accounts with higher CASA/program variants
- To acquire CASA Values as per the assigned targets - CASA AMB acquired in accounts sourced during the month (In Rs)
- To achieve daily/weekly/monthly customer acquisition target
- To cross-sell TPP products to the acquired customers
- To cross-sell other Banking and Asset products
- To maintain good relationship with the customers and seek referrals
- To abide by the selling norms defined by the organization and adherence to guidelines by internal & external regulators
- To adhere to sales process & KYC Norms of the bank
- To ensure right product to customer ensure a/c opening within defined TAT, high FTR and M+1 activation
- To ensure proactive registration & activation of acquired customers to direct banking channels
- To assist the Cluster Sales Leader in catchment mapping & scoping exercise and provide regular feedback to CSL/Seniors on opportunities/ customer needs/ competition benchmarking
- Ensure timely escalation of issues impacting business and appropriate solutions to address the concerns

Qualifications

- Age: Minimum 21 to Maximum 27 years
- Education:
 - Graduation (Post Graduate preferred)
 - NISM/ IRDA/ NCFM/JAIIB/CAIIB & such relevant certifications will be an added advantage
- Past Experience: 0 - 1 year work experience in sales role (Banking & Financial Services Organizations preferred)
- Other Aspects / Skills:-
 - Good written and verbal communication skills
 - Excellent networking & interpersonal skills
 - Sensitive to issues of confidentiality and compliance
 - Market knowledge of 'Retail Banking' or 'Consumer Banking' or 'Branch Banking'
 - Knowledge of regulatory guidelines