



19th Placement Interview of a Bank for PG Students of NAU



After facilitating 33 Placement Interviews generating Job Placement Offers for 144 Students Last Year; we at the University Placement Cell of our esteemed Navsari Agricultural University; are pleased to announce that the 19th Placement Interview of this year - the Forthcoming Interview of **DCB Bank Ltd. – Formerly Development & Credit Bank Limited** is to be held on 1st July, 2014 - TUESDAY-10:30 am onwards.

DCB Bank Ltd. - www.dcbbank.com

- ☞ DCB Bank is a modern emerging new generation private sector bank with 130 plus branches across 17 states and 2 union territories. It is a scheduled commercial bank regulated by the Reserve Bank of India. It is professionally managed and governed. DCB Bank has contemporary technology and infrastructure including state of the art internet banking for personal as well as business banking customers.
- ☞ DCB Bank's business segments are Retail, micro-SMEs, SMEs, mid-Corporate, Agriculture, Commodities, Government, Public Sector, Indian Banks, Co-operative Banks and Non Banking Finance Companies (NBFC). DCB Bank has approximately 450,000 customers.
- ☞ DCB Bank has deep roots in India since its inception in 1930s. Its promoter and promoter group the Aga Khan Fund for Economic Development (AKFED) & Platinum Jubilee Investments Ltd. holds over 19% stake. AKFED is an international development enterprise. It is dedicated to promoting entrepreneurship and building economically sound companies.
- ☞ **The bank is offering the following job profiles for our Post Graduate Students:**
 - Relationship Manager (Agri.)
 - ✓ *Managing the sale of products available in Agri & Inclusive banking i.e. Warehouse receipt funding, working capital to agri-processors/agri-businesses, term loan for construction of warehouse/Loan to agri-traders and commission agents / Dairy loan/Horticulture loans/ Loan to farmers.*
 - ✓ *Primary credit appraisal of loans mentioned above.*
 - ✓ *Analyzing the creditworthiness of the customers by visiting the location and taking market feedback.*
 - ✓ *Ensuring a healthy portfolio by recovery of irregular and NPA accounts.*
 - ✓ *Maintaining, nurturing and deepening relationships with existing clients.*
 - ✓ *Cross selling the various products of the bank like General Insurance, Life insurance, Term Deposits, Current and saving accounts etc.*
 - Relationship Manager (Tractor)
 - ✓ *Sales of Tractor loans and Farm equipments.*
 - ✓ *New – to – bank Customer Acquisition.*
 - ✓ *Liability Value Growth-Customer Pool.*
 - ✓ *Target based LI Income.*
 - ✓ *Target based Non LI Income.*
 - ✓ *Handling client-servicing requirements.*
 - ✓ *Management of complaints.*
 - ✓ *Adhering to call schedules and record of client Interactions + *Other duties may be assigned as business needs require.*

The role demands extensive travel within 70kms radius. Having a two-wheeler is mandatory for the candidate.

• **Customer Service Executive (CSE)**

- ✓ Acquire new-to-bank quality customers and cross sell various products –CASA, Term Deposits and Gold Loans etc.
- ✓ Constantly endeavor to improve existing customer relationships and strengthen the same.
- ✓ Acquire product knowledge and be aware of market trends and competition on a continuous basis.
- ✓ Conduct promotional activities and generate quality leads.
- ✓ Branch operations and compliance adherence.

The role demands extensive market mapping, client meetings and excellent communication skills.

• **TSE**

- ✓ To handle Cash Operations in Branch, interact with customers, and process customer needs.
- ✓ Establish new customer relationships by cross selling various bank products.
- ✓ To ensure effective and profitable relationships for the bank with all external vendors.
- ✓ To overcome problems using guidelines and escalate with expediency, when necessary
- ✓ To ensure accurate, timely and error free operational processing of customer needs and requests in cash.
- ✓ Handling the cash related operations within the set SLA without compromising on quality and compliance norms and maintaining minimum balance requirements.
- ✓ To ensure complete customer satisfaction, to work within established standards of customer service for the branch.
- ✓ To interact with customers and be able to answer and satisfy all customer queries and needs, within the boundaries set and within controlled costs.

Essentials for Ideal Candidate:

**Acquisition and Selling Skills
Excellent Communication Skills**

☞ **Pay Offer: 2 to 2.5 Lakhs + Performance Linked Incentive + Excellent Learning Exposure...**

☞ **Selection Process: Resume Submission, Pre-Placement Talk, Personal Interview on 1st July – TUESDAY-10:30 am at the DSW Office, NAU, Navsari**

☞ **All the interested and eligible students need to register their names with Placement Officer of the Institute latest by 30th June, 2014 – MONDAY 11:00 am...**

Dr. H. R. Pandya

Director of Students' Welfare & Chairman of Uni. Placement Cell

E-mail: dswnavsari@nau.in, dswnavsari@gmail.com

Contact No.: 02637-292112 (O), 08530932922 (M)

Dr. Mehul G. Thakkar

Associate Professor in HRM & TPO @ AABMI & Uni. Placement Coordinator @ NAU

E-mail: mehulghthakkar@nau.in, getmgt@gmail.com

Contact No.: 02637-651437 (O), 09427163205 (M)