



After facilitating **39 Placement Interviews generating Job Placement Offers for 130 Students in 2013-14** and **33 Placement Interviews generating Job Placement Offers for 144 Students in 2012-13**; we at the University Placement Cell of our esteemed Navsari Agricultural University; are pleased to announce that the 5th Placement Interview of this year - the Forthcoming Campus Interview of **DCB Bank Ltd.** is to be held **on 16th January, 2015-FRIDAY**. The details are as follows:

DCB Bank Ltd. - www.dcbbank.com

- ☞ DCB Bank is a modern emerging new generation private sector bank with 130 plus state-of-the-art, customer friendly, and conveniently located branches across 17 states and 2 union territories like Maharashtra, Gujarat, Andhra Pradesh, Karnataka, Telangana, Delhi/NCR, Rajasthan, Goa, Tamil Nadu, Haryana, West Bengal and the Union Territories of Daman & Diu and Dadra & Nagar Haveli.
- ☞ Built on over 78 years of trust, tradition and togetherness, DCB Bank was converted into a Scheduled Commercial Bank on May 31, 1995; in the wake of India's economic liberalization. It was the only co-operative bank, which successfully crossed over and thrived in the face of change. 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.

Available Job Profiles: Multiple Vacancies in the following profiles

☞ **Relationship Manager (Agri.)**

- ✓ Managing the sale of products available in Agri & Inclusive banking i.e. Warehouse receipt funding, working capital to agri-processors/agribusinesses, 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 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 and 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 & 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.

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

Expected Essentials from the Ideal Candidate:

✓ Energetic, talented, self driven **PG in Agriculture / Horticulture / Forestry / ABM with** Excellent Communication Skills, Acquisition & Selling Skills...

✓ **Ideal candidate must have a Strong Business Sense, Willingness to travel...**with patience, passion and skills to work with the end customers. Should have drive for results, willingness to learn, ability to bounce back from setbacks and never give up attitude, energy and dynamism, confidence, and courtesy.

☞ **Selection Process:** Registration with the Institute Placement Officer **(latest by 8th January, 2015 Morning 10:00 am)**
Only the registered candidates will appear in the **Pre-Placement Talk followed by Campus Interview on 16th January, 2015-FRIDAY @ the DSW Office...**

☞ All the interested and eligible students need to register their names with the Placement Officer of their own Institute **latest by 8th January, 2015-THURSDAY Morning 10:00 am...**

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