



After facilitating

70+ Placement Interviews generating Job Placement Offers for 200+ Students in 2018,
66 Placement Interviews generating Job Placement Offers for 201 Students in 2017,
52 Placement Interviews generating Job Placement Offers for 190 Students in 2016,
39 Placement Interviews generating Job Placement Offers for 155 Students in 2015,
39 Placement Interviews generating Job Placement Offers for 130 Students in 2014,
33 Placement Interviews generating Job Placement Offers for 144 Students in 2013,

we at the *University Placement & Counseling Cell* of our esteemed Navsari Agricultural University; are pleased to announce that the **1st Ever Campus Recruitment Drive of Placement Programme-2019 of HDFC Bank Ltd.** is to be held **during November month.** The details are as follows:

Section-I: Let's Know the Recruiting Organization

- ☞ The Housing Development Finance Corporation Limited (HDFC) was amongst the first to receive an 'in principle' approval from the Reserve Bank of India (RBI) to set up a bank in the private sector, as part of RBI's liberalization of the Indian Banking Industry in 1994. The bank was incorporated in **August 1994** in the name of **HDFC Bank Limited**, with its registered office in Mumbai, India. HDFC Bank commenced operations as a **Scheduled Commercial Bank** in **January 1995**.
- ☞ HDFC Bank Ltd. is operating with a simple mission: to be a **World-class Indian Bank** with a single-minded focus on product quality and service excellence for providing customer convenience.
- ☞ As of June 30, 2018; the Bank has a nationwide distribution network of 4,804 branches and 12,808 ATMs in 2,666 cities/towns.

Section-II: Let's Understand the Nature of Vacancies

Looking for genuinely interested, competent young professionals to work in the *Sales, Marketing, Relationship Building-Maintenance Profile of Retail Agriculture* and excel with a dynamic team which is continuously excelling and recording exponential growth.

Expected Essentials from the Ideal Candidate

(A) Designation, No. of Vacancies and Place of Posting/Job:

- ✓ Relationship Manager – Retail Agri. – 200+ Vacancies PAN India

(B) Pay Package Offer:

- ✓ **4,23,155 Lacs + Other Benefits like Performance Linked Incentives + Bonus**
- ✓ **Excellent Exposure + Learning + Career Growth**

(C) Educational Qualification:

- ✓ **B. Tech. / M. Tech. (Agri. Engineering) OR M. Sc. (Agriculture)**

(D) Competency Requirements: Energetic, Talented, Self Driven Candidates with Excellent Communication Skills and Conceptual Clarity, Flair for Sales & Marketing, Pleasing Personality, Acquisition & Selling Skills, etc. are highly desirable.

(E) Special Requirements:

- ✓ Students having any PENDING Paper / ATKT / Backlog / Failure in any subject/s are **INELIGIBLE as per Company's Recruitment Guidelines as well as the Placement Policy Guidelines of NAU, Navsari.**
- ✓ Having Aggregate 50% Marks (Min.) in 10th, 12th and all cleared semesters of UG/PG so far...
- ✓ Should be SMART with a flair for sales...
- ✓ Understanding of farming practices...

(F) Job Profile:

- ✓ **Purpose of the Job:** Acquisition, enhancement and retention of the customers by providing the best possible services and being the dedicated point of contact for customers from the Agri sector.

- ✓ **Key Responsibilities:**

- ☞ **Business Development in the Agri Sector**

1. Tapping new geographical markets for agri related products
2. Sourcing proposals from National Horticulture Board
3. Acquiring new agri relationships
4. Cross sell other liabilities products like Current Accounts, Savings account, FD etc.

- ☞ **Maintaining Customer Relations**

1. Maintain the existing portfolio (post disbursal formalities and monitoring)
2. Manage the existing as well as future relationships
3. Assist in disbursement formalities
4. Source business from agri individuals for their Crop and term loan requirements
5. Manage sale of products like Kisan Gold Card, Small Agri business loans, Traders Cash credit to agri individuals or trading enterprises

- ☞ **Coordinating with Internal Stakeholders**

1. Liaise with Credit team to ensure clearance of proposal
2. Coordinate with Collections team

Section-III: Selection Modalities

- ✓ Registration with and Timely Resume Submission to Institute Level Placement Officer **latest by 19th November, 2018 - MONDAY - 10:30 am**
- ✓ Short listing by the Company Authority **on the same day 19th November, 2018 - MONDAY - 5:00 pm**
- ✓ Online Aptitude Test for **B. Tech. (Agri. Engineering) OR M. Tech. (Agri. Engineering) Candidates @ College of Agriculture, Bharuch on November 21-22, 2018 - Wednesday-Thursday**
- ✓ Online Aptitude Test for **M. Sc. (Agriculture) Candidates @ Central Library, NAU, Navsari on November 21-22, 2018 - Wednesday-Thursday**
- ✓ Group Discussion, Intensive Personal Interview @ Dept. of PHT, NAU, Navsari **on 26th November, 2018 - MONDAY - 9:30 am onward**

All The Best to Beat The Best to all the Career Aspirants!!! You CAN, You WILL!!!

Dr. Mehul G. Thakkar

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RIGHT People at the RIGHT Places at the RIGHT Time to do the RIGHT Things & Delivering the BEST Performance!!!

Placement Programme 2019: Aiming Higher...Striving Hard... We Can, We Will...