



After facilitating

74 Placement Interviews generating Job Placement Offers for 220+ 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 **Forthcoming Campus Recruitment Drive of Placement Programme-2019 of Ujjivan Small Finance Bank Ltd.** is to be held **during December month.** The details are as follows:

Section-I: Let's Know the Recruiting Organization

- ☞ The Ujjivan Financial Services set out on a mission in 2015 to utilize the full potential of the financially unserved population by aiding their development to procure a brighter future. Ujjivan received the final license from the Reserve Bank of India on 11th November, 2016, which allowed them to **set up Small Finance Bank business in India** with an experienced team of members ranging from ex-CEO's of leading nationalized banks and advisors to various financial organizations in the country. They believe in trusting the abilities, ambitions & dreams of our customers and strived to work for their development, one step at a time.
- ☞ Ujjivan has been recognized and awarded as 19th Best Place to Work in India and 10th Best Place to Work in Asia by the Great Place to Work Institute. The launch of small finance bank has brought Ujjivan closer to realizing the dream of being able to deliver a full range of financial services to the customers. This change has brought in a plethora of opportunities for anyone who desires to build a challenging career for himself/herself.
- ☞ Ujjivan Small Finance Bank, strive to abide by and imbibe *work values like Customer's choice institution, Integrity in all dealings, Provide responsible finance, Fair with suppliers and service partners, Compliance of laws, regulations and code of conduct, Best place to work, Professionalism and Teamwork and Respected in the community.*
- ☞ **After successfully establishing presence across 24 states by February 2017, Ujjivan Small Finance Bank** strives to go deeper into the problems of the unserved population by enabling their financial stability. *With a strategic partnership with the Parinaam Foundation, Ujjivan tries to educate and empower the various sections of rural India through social welfare; healthcare, education, vocational training, community development, shelter, and disaster relief, to enable customers lead a "better life".*

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

Looking for genuinely interested, competent young, self driven professionals who would want to be a part of what could be one of the most interesting phases in the history of Ujjivan; 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:

- ✓ *Management Trainee – Rural Banking (Loan Officer) – 100+ Vacancies PAN India*

(B) Pay Package Offer:

- ✓ **4,50,000 Lacs + Other Benefits like Performance Linked Incentives (Bonus)**
- ✓ **Excellent Exposure + Learning + Career Growth**

(C) Educational Qualification:

- ✓ Postgraduate in Agriculture or any other Allied Sciences/Disciplines

(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 55% Marks (Min.) in 10th, 12th and all cleared semesters of UG/PG so far...*
- ✓ *Should be SMART with a flair for sales...*
- ✓ *Ability to clearly and effectively communicate both verbally and in written form...*
- ✓ *Knowledge of three languages preferred but not mandatory (English, Hindi and one regional language)...*
- ✓ *Willingness to relocate and take up assignments anywhere in India (Wherever Ujjivan is functional)...*
- ✓ *Inclination to work in all areas of the business and not restricted in interest or specialization...*
- ✓ *Should be excited to work for the social sector...*
- ✓ *Ability to work in teams...*
- ✓ *Working knowledge of MS Office...*

(F) Job Profile:

- ✓ **Purpose of the Job:** *Customer Acquisition & Maintenance, Customer Service, Collections & Loan Utilization Check, Additional Responsibilities and Marketing Activities, enhancement and retention of the customers by providing the best possible services and being the dedicated point of contact for customers.*

✓ Key Responsibilities:

Activity	Description of Activity
Customer Acquisition & Maintenance	<ul style="list-style-type: none">➤ Carries out the pre and post-loan activities related to retail Agricultural loans<ul style="list-style-type: none">○ Acquisition of new customers and maintenance of renewal customers,○ Financial analysis, presenting the loan applications to the Sanctioning Committee, portfolio administration, prioritizing the repayment of loans to preserve the portfolio quality.
Customer Service	<ul style="list-style-type: none">➤ Provides a quick and timely service to the customers, making sure that the customer's expectative are fulfilled
Collections & Loan Utilization Check	<ul style="list-style-type: none">➤ Makes a close follow up of the disbursed loans, especially of the ones not paying on time➤ Conducts Loan Utilization Check for loans disbursed
Additional Responsibilities	<ul style="list-style-type: none">➤ Assist Branch Manager in managing the branch & field operations of the branch which requires strong process management as per field operations manual
Marketing Activities	<ul style="list-style-type: none">➤ SPOC for marketing activities undertaken in branches

Section-III: Selection Modalities

- ✓ Registration with and Timely Submission of Resume and Excel Sheet Database to Institute Level Placement Officer **latest by 7th December, 2018 – FRIDAY – 11:30 am**
- ✓ Short listing by the Company Authority
- ✓ Online Aptitude Test @ NAU, Navsari before 21st December, 2018 (Exact Date, Timing & Venue will be conveyed very soon)
- ✓ Group Discussion & Intensive Personal Interview @ NAU, Navsari on 21st December, 2018 – FRIDAY – 9:30 am onward...

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

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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...*