

Sales Officer Job Description

Job Role Details:

- Post: Sales Officer
- Type: Permanent on the rolls of AXIS BANK

About Axis Sales Academy:

Website: <https://www.axisbank.com/careers/fresher#students>

The Axis Sales Academy (ASA), a hire-train-deploy program provides young graduates with a head-start towards a sales career and a fully funded certification in banking. The program identifies young bankers and equips them with necessary banking knowledge and skills through the Learn-Earn-Grow model. The curriculum is a mix of 6 Days of classroom sessions (Virtual online sessions), role plays and assessments which help them develop a comprehensive understanding of banking. On successful completion of the program & clearing assessment, students are absorbed as officer sales for an opportunity to join Axis Bank.

For your dreams, our hearts and minds are open. You will find us 'Dil Se Open'

Job Description:

- Selling of bank's and third party products to new customers.
- Conducting marketing activities and travel locally to meet new customers as a daily activity.
- Contacting existing customers for more deposits and cross selling of more products.
- Achieve sales targets as assigned by the organization on a daily and monthly basis.
- Complete all mandatory certifications required for the role (AMFI, EUIN etc.) post joining Bank.
- Complete all learning activities conducted by the bank from time to time.
- Daily entry of interaction with customers in bank's CRM system.
- Follow all compliance guidelines (regulatory & legislative) for each activity.
- Participate and follow all initiatives that are undertaken by the bank from time to time.

Desired Candidate Profile:

For successful execution of the job, the candidate should possess the following:

- Good communication (both verbal and written) skill in both English and the local language
- Excellent lead generation and conversion skill
- Ability to handle pressure and meet deadlines
- Ability to work successfully as a part of a team
- High sales orientation to meet the sales targets consistently
- Ready to travel locally for meeting customers during sales calls.
- Should have compatible mobile device with a required Android/ iOS version.

Eligibility Criteria:

- The required Age as on 01 July 2023 is between 21-28 years.
- Full Time Graduate with a minimum 50% in graduation.
- Candidate should not have any relatives working with Axis Bank or in the Future Bankers Program
- Candidate should not have any pending legal cases in any court of law
- Should have 2-wheeler and valid license for travelling nearby.

Package and Benefits – Fixed CTC (Tiering Based) + Medical Benefits:

	Tier 1	Tier 2	Tier 3	Tier 4,5 & 6
Location Pay	12,000	6,000	6,000	0
Revised CTC	2,36,802	2,30,802	2,30,802	2,24,802
Locations (As per comp team)	Mumbai	Bangalore and Delhi NCR	Hyderabad, Chennai, Kolkata and Pune	Remaining all Locations
Benefits	Group Mediclaim+ Term assurance (As applicable)			

Interview, Online Training and Assessment:

- Candidate have to appear for face-to-face interview with business as openings available.
- Candidate Will undergo 8 hours online virtual training for 6 days with ITM Skills Academy.
- On successful clearing of Training, candidates will undergo online assessment based on Training which will have min 60% passing and maximum upto two attempts to clear.
- Post completion of online training and passing assessments, candidates will be absorbed on roles of Axis Bank as Sales Officer role.
- Candidates are expected to ensure that all information submitted as a part of the eligibility requirement is accurate.
- The final placement with respect to the role or location will be at the sole discretion of the bank.
- No vendor, agency or individual has been authorized to charge any fee for the purpose of admission into the program.
- Axis Bank reserves the right to make any changes to the program/process at their discretion.