

ICFAI University, Jharkhand

Placement Notification

Type: Online/On-campus

Ref No: IUJ/P22/SS/Int/00025

S/No.	Aspect	Details
01	Company Name	HDB (subsidiary of HDFC Bank)
02	Short brief on the Company	HDB Financial Services is a subsidiary of HDFC Bank and a leading NBFC that caters to the growing need of Aspirational India, serving both Retail and Commercial clients with over 1300 branches spread across 24 states and 3 Union Territories. To learn more about us, please visit our website
03	Company Website	www.hdbfs.com
04	Education Requirement (Program/Programs)	MBA
05	Eligibility Criteria (Minimum Marks, if any)	<ul style="list-style-type: none"> • Entry level knowledge of Sales terminologies • Good Communication Skills • Self – driven, aggressive & enthusiastic
06	Designation/Job Title	Management Trainee (Auto Sales Manager)
07	Job Description	<ul style="list-style-type: none"> • Manage Two Wheeler Business through teams at specific dealer counters in the assigned area or region • Manage a team of sales officers and drive to achieve set parameters • Achieve target Nos. / Value (Logins and disbursements), Cross sell • IRR, PF, Doc Charges, Insurance penetration • PDD Collection – Invoice, Insurance, RC's • SO /SSO Productivity • Ensure TAT, FTR of cases login and disbursed. • Track and provide solution for the non-starter cases • Regular Audit of line team and compliance adherence to prevent Frauds. • Recruitment, training and handholding of SO/SSO. • Managing sales profitability and target accomplishments for the assigned dealerships. • Handle dealer requirements and complaints and co-ordinate with the support teams to resolve complaints. • Demand Generation Activities: Planning & execution of sales promotion plan. • Market intelligence. • Evolve local market specific selling strategies.
08	Location	Anywhere in Jharkhand / BIHAR
09	Selection Process	<ul style="list-style-type: none"> • PPT (Pre Placement Talk) • Group Discussion • Test • Personal Interview
11	Salary (Rs/Month)	4 Lac/Annum
12	Any other benefits	As per the company norm

13	Date for Campus Recruitment	Not yet finalized (tentative 12-03-2022)
14	Last Date to Apply	11 th March 2022
15	Person to be contacted	Prof. Sumit Kumar Sinha
16	Remarks	Interested candidates contact immediately/ Respond through the mail