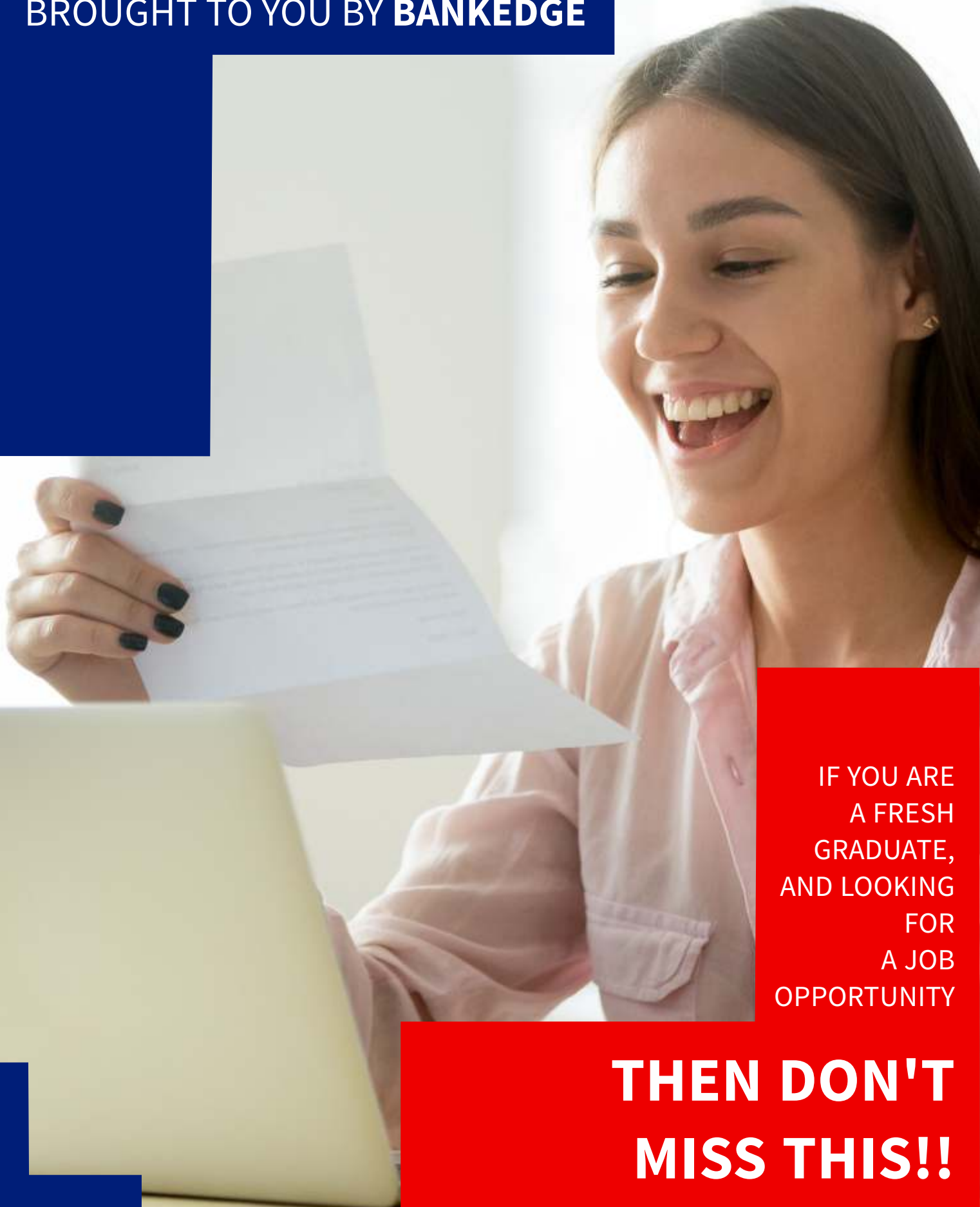


# Kick Start your Sales Career in HDFC Bank

**Branch Sales Officer**  
Job-Ready-Program



GREAT OPPORTUNITY  
TO WORK WITH **HDFC Bank**  
BROUGHT TO YOU BY **BANKEDGE**



IF YOU ARE  
A FRESH  
GRADUATE,  
AND LOOKING  
FOR  
A JOB  
OPPORTUNITY

**THEN DON'T  
MISS THIS!!**

## ABOUT HDFC BANK

**HDFC Bank Limited** is an Indian banking and financial services company headquartered in Mumbai, Maharashtra. It has 104,154 permanent employees as of 30 June 2019. HDFC Bank is India's largest private sector lender by assets. It is the largest bank in India by market capitalization as of February 2016. It was ranked 60th in 2019 BrandZ Top 100 Most Valuable Global Brands.

In 1994 HDFC Bank was incorporated, with its registered office in Mumbai, Maharashtra, India. Its first corporate office and a full service branch at Sandoz House, Worli were inaugurated by the then Union Finance Minister, Manmohan Singh.

As of March 31, 2019, the Bank's distribution network was at 5,103 branches across 2,748 cities. The bank also installed 4.30 Lacs POS terminals and issued 235.7 Lacs debit cards and 85.4 Lacs credit cards in FY 2017.

HDFC Bank provides a number of products and services including wholesale banking, retail banking, treasury, auto loans, two wheeler loans, personal loans, loans against property, consumer durable loan, lifestyle loan and credit cards. Along with this various digital products are Payzapp and SmartBUY.



ABOUT THE JOB

## HDFC BRANCH SALES OFFICER - BSO

### **Duration: 5 Days**

This is a versatile, banking industry sales focused program in associate with Bankedge.. The program covers CASA products in details; as well as payment products such as ECS, NEFT & RTGS. It discusses about the types of account holders and how to make the right sales pitch, to different customer profiles. With interactive real life sales simulations and workshops, this program ensures you are job ready, from day one.

**Eligibility** – Graduates from any field with good communication skills, age below 30 years.

### **Salient features of the Courses**

#### **Industry Relevant Curriculum:**

The curriculum for this program has been designed by Industry experts and has been appreciated by leading banks in India, making the outcome result oriented.

#### **Experienced Faculties:**

Our trainers are senior banking professionals that share their exceptional knowledge, real life experiences and case studies help student grasp the knowledge to the best.

#### **Skill Workshops:**

As part of this course, master workshops on sales skill are provided to students, these are conduct by expert trainers.

#### **Activities and Workshops:**

Activities are undertaken to ensure all round development of skills among the students, including Presentation Techniques, Language Skills, Interview Skills, Team Building these make them industry ready.

### **Course Outline**

This course is designed for fresh and experienced graduates interested in pursuing a career in banking sales.

- Overview of Banking Business
- Sales Pitch
- Banking Channels
- Load Products
- Introduction to CASA
- Third Party Products
- Working of Various Accounts
- Insurance
- KYC and AML Compliance
- Mutual Funds
- Electronic Payments
- Demat Account Lockers

**SALARY**  
**starts with**  
**Rs. 1.5 lakhs!**

ABOUT

your advantage

**BANKEDGE**  
academy for banking and finance

<http://www.bankedge.in/>

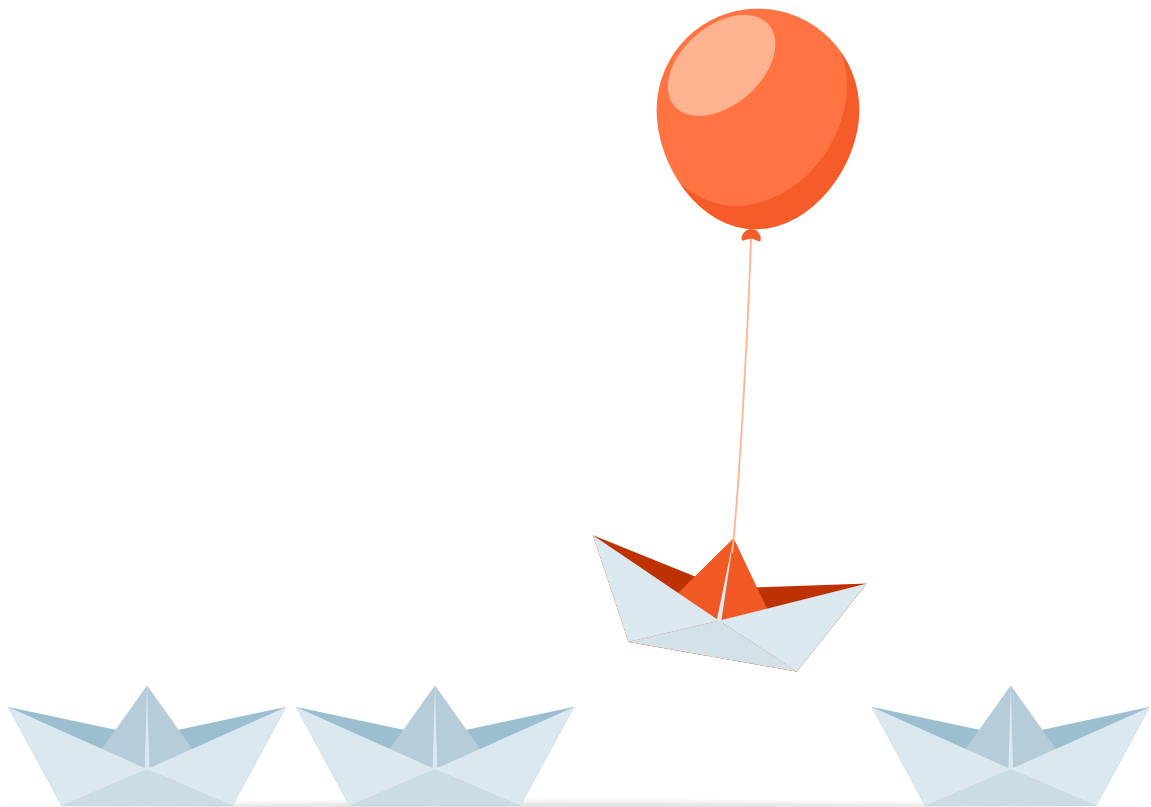
**BANKEDGE** is an Academy of Banking and Finance who's core competency is to source fresh graduates and post graduates, train them in all aspects of Banking and place them in leading private sector Banks. We are a 5 year young organisation with presence of 54 centres across the country and have managed to place more than 15,000 candidates PAN INDIA. Our presence and core competency across the country attracted various leading private sector Banks to associate with BANKEDGE for hiring our candidates at various entry level positions with different roles and responsibilities across. BANKEDGE has partnered with HDFC Bank to provide 2200 fresh graduates as Branch Sales Officer on PAN INDIA basis.



## RECRUITMENT

# PROCESS

- BANKEDGE will source fresh graduates and will do a quick screening activity in terms of checking communication skills and documents.
- Selected candidates will be sent for interview at respective HDFC Bank base locations.
- Interview will be conducted along with line managers and HR managers of HDFC Bank, together.
- Selected candidates will then undergo 5 days training conducted by BANKEDGE faculty at BANKEDGE premises. The content will be provided by HDFC Bank and the program will be called as “HDFC Branch Sales Officer CERTIFICATION PROGRAM”.
- After the training is completed there will be an assessment conducted by BANKEDGE.
- On successful completion of training the trained candidates will then receive their appointment letters and will be on-boarded to their respective branches within 7 days.



Ready  
to Start  
your journey  
with  
**HDFC BANK**

**Apply Now**



Visit: [www.bankedge.in](http://www.bankedge.in)  
Toll free: 1800 270 0140



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