

**Sales Officer**  
Job-Ready-Program

**YES BANK**

**Say YES**  
**to a**  
**Promising**  
**Career**  
**in Banking**



in association with  
your advantage

**BANKEDGE**  
academy for banking and finance

GREAT  
OPPORTUNITY  
TO WORK  
WITH **YES BANK**  
BROUGHT  
TO YOU  
BY **BANKEDGE**



IF YOU ARE  
A FRESH GRADUATE,  
AND LOOKING FOR  
A JOB OPPORTUNITY,  
**THEN DON'T  
MISS THIS!!**

## ABOUT **YES BANK**

**YES BANK** has been recognized as 4th largest Bank amongst the Top and Fastest Growing Banks in various Indian Banking League Tables by prestigious media houses and Global Advisory Firms, and has received several national and international honours for our various Businesses including Corporate Investment Banking, Treasury, Transaction Banking, and Sustainable practices through Responsible Banking. YES BANK is steadily evolving as the Professionals' Bank of India with the long term mission of 'Finest Quality Large Bank in India' by 2020.

At YES BANK, executives are offered Fast Track career progression opportunities, Learning & Development initiatives focusing on capability development, Cross functional – time bound Strategic Assignments, Internal redeployments, Job rotations and need based cross business transfers to develop their well rounded managerial and leadership capabilities.



## ABOUT THE JOB

# Sales Officer

The role holder is responsible for acquiring incremental accounts from the corporate. The incumbent should be able to leverage opportunities for cross sell of insurance and other revenue products. The role holder should ensure compliance to KYC and other banking norms.

- **Core Responsibilities**
- **Business Acquisition**
  - This is a target based SALES JOB.
  - Acquisition of Quality CASA (Current Account & Saving Account)
  - Revenue Acquisition- Cross sell.
  - Maintaining good relationship with the customers.
- **Quality Focus**
  - Compliant towards KYC and all operational risk parameters
  - Comply with Bank's policies and processes
  - Ensure timely escalation of issues impacting business and appropriate solutions to address the concerns
  - Ensure safety and security of Bank and customer's assets
  - Ensure timely submission of MIS reports
- **Self- Management Responsibilities**
  - Defines performance goals at the start of the year in discussion with the reporting manager and ensures that the goals are monitored and achieved during the course of the year.
  - Takes ownership of his/her own learning agenda by identifying development needs in consultation with the reporting manager and working towards

bridging the gaps through various means which go beyond just training.

- Understands the competencies relevant to his/her role, and works towards displaying as well as developing these effectively.
- Keeps abreast of relevant professional/industry developments, new techniques and current issues through continued education and professional networks.
- **Risk and Internal Control Responsibilities**
  - Follows risk policy and processes to mitigate the operational, regulatory, financial, informational, reputational and audit risks as instructed by the departmental manager.
  - Executes the established internal control systems and compiles relevant information for departmental audits, as necessary.

**GOOD SALARY**  
**Rs. 2.5 LAKHS TO**  
**3 LAKHS P.A.!**

The Sales Officers sourced and trained by BANKEDGE will get a salary of INR 2.5 Lacs p.a. and after the completion of 6 months the salary will be revised to 3 Lacs p.a.

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 7 year young organisation with presence of 54 centres across the country and have managed to place more than 25,000 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 YES BANK to provide 2200 fresh graduates as Sales Officers 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 an online interview with YES BANK interview panel.
- Interview will be conducted along with line managers and HR managers of YES Bank, together.
- Selected candidates by YES BANK will undergo an AMCAT test and will receive letter of intent from YES BANK instantaneously.
- Selected candidates will then undergo 2 weeks online training conducted by BANKEDGE.
- 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.



TRAINING  
EDUCATION

SIMPLE

## FEE STRUCTURE

- The fee for this program is ₹ 18,000 (inclusive of all taxes).
- Bankedge will arrange for a student loan for remaining ₹ 18,000 at 0% interest through its finance partner company.
- Student will pay ₹ 18,000 in 9 easy installments of ₹ 2,000 each.
- This facility is available for Bankedge candidates only.



# Ready to Start your journey with YES BANK

**Enroll Now**

Visit: [www.bankedge.in](http://www.bankedge.in)  
Toll free: 1800 266 0777







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