

Job Guaranteed Program as

Channel Sales Manager (CSM)

Join India's number ONE Financial Institution

 ***ICICI Securities***

your advantage

BANKEDGE[®]
academy for banking and finance

ABOUT ICICI Securities

- ✧ India's leading full service broker founded in 1995 is a subsidiary of top private bank of India known for its technological innovations – ICICI Bank. ICICI Securities is one of India's largest broking firms that offers investment services such as online and offline share trading, buying and selling of mutual funds, demat accounts, portfolio management services, insurance, fixed deposits and loans.
- ✧ It is a technology-based firm offering a wide range of financial services including investment banking, institutional broking, retail broking, private wealth management, and financial product distribution.
- ✧ ICICI Securities began its operations in May 1995 and grew its operations through expanding its client base and providing different types of services.
- ✧ I-Sec operates www.icicidirect.com, a virtual financial supermarket, meeting the three need sets of its clients - investments, protection, and borrowing.
- ✧ I-Sec serves customers ranging from the retail and institutional investors to corporates to high net-worth individuals to government.
- ✧ I-Sec is registered with SEBI, IRDAI, PFRDA for distribution of National Pension Scheme (NPS).
- ✧ Key People:



Mr. Vinod Kumar Dhall
Chairman

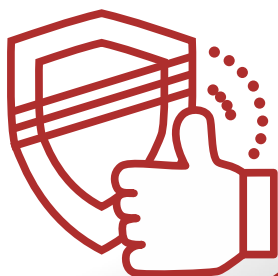


Mr. Vijay Chandok
MD CEO



Mr. Ajay Saraf
Executive Director

- ✧ Recipient of multiple awards and accolades for its services.
- ✧ Listed on BSE & NSE. Current share price **Rs.618** as on 23rd Aug, 2023.
- ✧ Market capitalization, short for market cap, is the market value of a publicly traded company's outstanding shares. The market cap of ICICI Securities is **₹19,975 Cr as of 10 Feb '23**.



**ICICI SECURITIES.
FOR YOU. ALWAYS.**

ICICI Securities in a nutshell:



Why ICICI Securities?

Trusted Brand

Coming from ICICI stable with 25+ years legacy, we are known for reliability, expertise, and commitment to delivering outstanding value.

Customer Centric

Our endeavour is to provide solutions that helps you achieve the future you want by putting your best interests first.

Leading Tech Platform

Best in class technology to provide superior customer experience by making your journey easier and personalized through our powerful website and app.

Holistic Financial Solution

Full service financial marketplace, offering a bouquet of services related to investments, insurance, loans, private wealth management, and issuer advisory services, delivered through an omni channel architecture.

Knowledge & Insights

We truly believe knowledge & insights opens the door to Opportunity, Achievement, Success and Wealth. We have knowledge and expertise across multitude of asset class which helps us to serve customers better through our research backed ideas and smart digital tools.

Services offered

Investments:

research, direct investments, futures & options, fixed income, gold bonds, retirement products, financial planning, global investments etc. to match customers financial goal.

Wealth management

Insurance

Loan and Credit Cards

Institutional business: We help our corporate clients and government bodies to raise and deploy capital, besides offering other services like M&A and advisory. We provide Foreign and Domestic Institutional Investors research backed access to Indian capital markets. Our institutional equity team provides corporate access to investors.



ABOUT

your advantage

BANKEDGE
academy for banking and finance

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

- ✦ India's leading training institute founded in 2014, headquartered in Mumbai.
- ✦ Founders: Mr.Santosh Joshi, Mrs.Sonali Sawant, Mr.Amit Sharma with immense experience into education sector and investment operations
- ✦ Professional Banking Training Institute shaping careers since 9 years.
- ✦ We have successful placed 35,000+ students till now and racing fast towards 50,000 mark.
- ✦ **Our expertise:**
 - Banking & finance training
 - Impeccable placement record with tie-ups with 300+ corporates
 - 120+ on-demand trainers and doubt-solving sessions
 - 24X7 access to on-demand access to world-class learning content
 - Career guidance and mentorship access
 - Special sessions by industry experts and veterans'
- ✦ We collaborate with leading Banks, NBFCs & FinTech Companies to assist our students to start their careers in this lucrative industry.
- ✦ Awarded and recognized for contributing to the manpower recruitment and upskilling thousands of candidates successfully



Our students are successfully placed with **ICICI Securities**



Job Profile

Join at the Manager grade with India's top brand name

- ✧ Will be responsible to manage sales of DEMAT accounts in given region.
- ✧ To Co-ordinate with tie up partners for DEMAT account Sales.
- ✧ To act as a productive resource by meeting targets.
- ✧ To ensure the fulfilment of budgetary expectations of the organization.

Key Responsibilities:

- ✧ To deliver the desired target numbers by maintaining relationship with partners.
- ✧ To manage Agent's/Advisor's customer meetings and sales process.
- ✧ To consciously deliver support to territory managers in increasing the profitability of the region.
- ✧ Conducting market research for generating business thereby adding for revenue generation. Ensuring customer satisfaction.
- ✧ Exploring new areas and ways to achieve productivity.

Knowledge & Skill Set:

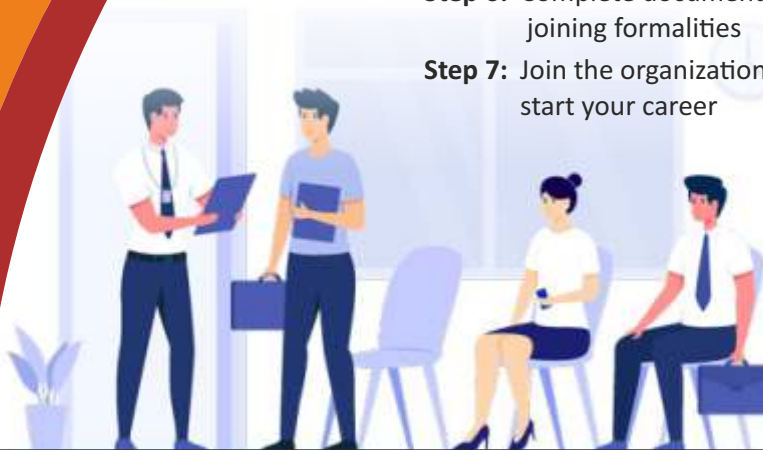
- ✧ Good Communicator
- ✧ Customer Orientation
- ✧ Positive approach
- ✧ Interpersonal Skills
- ✧ Basics of Financial Planning & Asset Allocation
- ✧ Equity Basics
- ✧ Derivatives
- ✧ Understanding of ICICI Direct Website Training, Market App
- ✧ Understanding of Commercials- Brokerage Plan
- ✧ KYC & AML Norms
- ✧ Account Opening- process
- ✧ Knowledge about types of customer- RI, NRI, HUF, Corporate Sales
- ✧ Business Communication
- ✧ Virtual Meeting Skills
- ✧ CRV Basics
- ✧ Selling skills-
- ✧ Objection Handling,
- ✧ Influencing,
- ✧ Sales Resilience

Interview Process:

- Step 1:** Sign up with Bankedge Academy
- Step 2:** Confirm your eligibility
- Step 3:** ICICI Aptitude test
- Step 4:** Interview with ICICI Securities HR team
- Step 5:** Start your training
- Step 6:** Complete documentation and joining formalities
- Step 7:** Join the organization and start your career

COURSE DURATION
21 DAYS

COURSE FEES
RS. 30000/-* inclusive of all taxes



Opportunity Calling – Why Join ICICI Group?

Opportunity is calling you, at Bankedge Academy, we always strive to create opportunities for you and help you realize your dreams with a steady career in banking & finance industry.

Here's an irresistible opportunity to join India's leading corporate house offering range of products & services in the banking & finance domain like banking services, insurance business, venture capital, mutual funds, securities market, commodities market, NRI services, Forex, mortgage, private equity, wealth management and asset management with a strong nation-wide presence.

ICICI bank leads the group's business attracting customers with 5900+ branches and 16650+ ATMs across the country. Group has presence world-wide today employing more than 130,500 employees.

If selected, you will be hired for ICICI Securities division. You will be mapped to ICICI Bank branches to engage with the existing clientele of bank's customers and also strive to on-board new customers.

100% training will be provided before joining the organization so you can discharge your job duties and responsibilities well, enabling you to be DAY ONE, HOUR ONE productive employee for the brand.

Embark on a career defining journey which leads you to a glorious future. Take the leap of faith with this opportunity and create the future you always dreamt about with India's leading brand in financial vertical.

ICICI group offers a secured career path with tremendous opportunities to learn and grow within the organization.

You can join this immersive program if you qualify on below points:

- Graduate with 50% and above
- Age below 25
- Good communication skills (local language + Hindi + English)
- Good computer skills
- Good interpersonal skills
- Good customer service and orientation
- Positive & progressive attitude
- Willingness to learn and excel in life
- Self-confidence and a can-do attitude
- Knowledge about banking and finance products, services etc
- Growth oriented mind-set



Salary and perks:

- Payroll: ICICI Securities
- Salary range 2.25 to 3 lakhs per annum
- Insurance benefits
- Opportunities for growth and promotions
- Excellent work-life balance
- Leaves – Medical, casual, maternity/paternity leaves
- Work in organized sector
- Challenging job environment
- Social prestige
- Job security
- And much more

What are you waiting for ?

Book your seat today. Call us to explore the various opportunities in Banking & Finance domains with 100% placement assurance.

Unlock the below 4 secret future benefits worth Rs. 85,000/- :

- 1) CODE BLTG20
- 2) CODE FUTPRO25
- 3) CODE NSM25
- 4) CODE SKLEG15

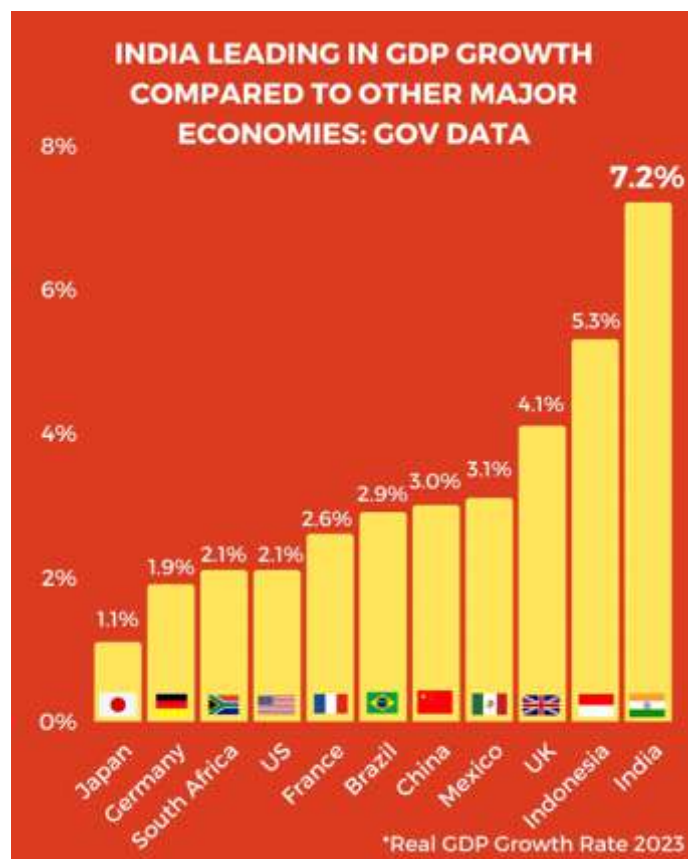


India's financial market landscape:

- Our country has shown resilient growth and v-shaped recovery after the COVID epidemic.
- Today, we stand strong amidst global economies with our meteoric rise and unwavering determination to reach new heights surpassing well established economies globally.
- On June 12, 2023, Finance Minister Nirmala Sitharaman's office tweeted that India's GDP touched the \$3.75 trillion mark in 2023.
- Currently, India stands proudly at the 5th rank globally.
- We would soon become world's 3rd largest economy by 2027-28* as per latest estimates in public forum.
- India's economy expanded by 6.1 percent in the Q4 of the fiscal year 2022-23, leading to an annual growth rate of 7.2 percent

India's rank in GDP

Rank	Country	GDP (in U.S. dollars)	Annual Growth rate
1	United States of America	23.3 trillion	1.58%
2	People's Republic of China	17.7 trillion	6.3%
3	Japan	4.9 trillion	1.3%
4	Germany	4.3 trillion	0.2%
5	India	3.75 trillion	7.2%



India's financial market landscape:

India's economy boasts diversity and swift growth, fuelled by key sectors such as information technology, services, agriculture, and manufacturing. The nation capitalises on its broad domestic market, a youthful and technologically adept labour force, and an expanding middle class.

The growth trajectory for India is well established now and this has attracted investors not only from India (citizens of our country) but also global investors.

India has become an attractive investment destination for lot of international investors, FII, QIPs, Hedge Funds and Value investors alike. Financial literacy and Financial Inclusion drive initiatives of the Government has also paved way for more awareness and cognizance about the financial industry amongst Indian citizens.

Money is flowing in the stock market, commodities, derivatives, ETFs etc., by direct retail clients, HNIs, Private investors, DII, Mutual fund houses, Insurance companies, AMC etc. resulting in growth in Indian indexes NSE, BSE, IEX, MCX etc.

The expansion of branch banking network too has brought the unbanked population within the ambit of the financial inclusion and financial literacy.

New Demat accounts opened by Indians:

Month (FY23)	Demat Accounts Added	Cumulative Demat Accounts
April 2022	2.43 million	92.11 million
May 2022	2.65 million	94.77 million
June 2022	1.77 million	96.53 million
July 2022	1.80 million	98.30 million
August 2022	2.21 million	100.51 million
September 2022	2.09 million	102.60 million
October 2022	1.77 million	104.37 million
November 2022	1.80 million	106.17 million
December 2022	2.10 million	108.27 million
January 2023	2.19 million	110.46 million
February 2023	2.14 million	112.60 million
March 2023	1.86 million	114.46 million

Data Source: NSDL / CDSL

As of the close of the fiscal year in March 2023, there were a total of **114.46 million demat accounts** in India. Out of these, 31.46 million demat accounts were accounted for by NSDL while 83.00 million accounts were accounted for by CDSL. New IPOs and FPOs, are also fuelling this growth. There is a huge IPO pipeline already in place. Even if you exclude the IPOs that have been shelved, there are IPOs worth Rs76,000 crore with SEBI approvals in place. In addition, IPOs worth Rs32,000 crore are awaiting SEBI approval. These are likely to drive demat account growth. there is the demographic dividend that will work in India's favour as scores of young people are entering the working population.

Demat Custody Value 345.76 (₹ Lakh Crore) i.e. US\$ 4226 billion.

About Program:



Program Name: Job Guaranteed Program as Channel Sales Manager

Min Qualification: Graduation with 50% marks in 10+2+3 format | No education gap allowed | Age < 25 years

Training Duration: 21 days | Online delivery

Deliverables: Training, LMS Access, Assessment, Mock Interviews, Softskills, Certification, Placements, Alumni Status

Course Curriculum:

Finance Sector Overview, Financial Planning, Asset Classes, Investments Fundamentals, Legal & Regulatory Framework, Equities, Mutual Funds, Insurance, Derivatives, Hedging, I-Sec In-depth Product Training, Commercials, Customer Onboarding Process (Account Opening Process), KYC Acceptance Policy, AML, Customer Profiling & Types, Market Fundamentals, Revenue Earning, Digital Banking, Business Skills & Etiquettes, Customer Service, Lead Management etc.

Fees: Rs. 30,000 (Inclusive of GST) | Limited seats, join today

Salient Features:

Industry Relevant Curriculum: The curriculum for this program has been designed by Industry experts and has been designed to get the young graduates trained specifically on client's requirements & the outcome is result oriented.

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

Practical Exposure: We believe in experiential learning hence the program involves role-plays, activities, assignments, case studies for immersive learning experience so you are DAY ONE, HOUR ONE productive employee and will not lack the knowledge required while facing your job responsibilities contributing to the organization's goal from day one.

Flexible Learning: Learn on the Go, yes, experience hassle free learning experience with 100% digital learning. The learners will be attending 100% online training with lifetime access to the learning modules. Whether you are a fresher or already working professional, attend the training without disturbing your schedule.

Alumni Status & Mentorship: Join the elite ranks of our thousands of placed candidates and network with the like-minded individuals.



READY TO START

YOUR JOURNEY

WITH INDIA'S

LEADING

FINANCIAL

INSTITUTION

JOIN NOW

your advantage

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