

Dear Placement Office,

Greetings from Bharat Financial Inclusion Limited (BFIL)- A 100% subsidiary of IndusInd Bank limited. !

We are a leading player in the financial services industry offering IndusInd Bank's asset and liability product solutions to the underserved customers. We were incorporated in 1998 to offer microfinance loans to customers. Following our merger with IndusInd Bank in July 2019, we are now a 100% wholly owned subsidiary of the Bank. We continue to enjoy market dominance in the microfinance space, while continuing to expand by offering other banking products to our customers. With an employee strength of over 40,000, BFIL is present in 23 states with 3300+ branch locations. We have been recognized as the best companies to work by Great Place to Institute – India for the 10th consecutive year in 2024.

We are continuing to make significant strides in area of customer delight, employee engagement, learning & development, and employee well-being.

We are happy to inform you that we are looking for energetic & enthusiastic candidates who are open to work anywhere in India to carry the baton forward at the capacity of **Associates** for the FY24-2025.

Job description of Management Trainees have been attached herewith for your reference, which can be cascaded to candidates.

ELIGIBILITY CRITERIA :

- **Qualification:** Graduates and Postgraduates from Agricultural/ Veterinary/ Dairy and Fisheries courses from recognised and Affiliated University.
- **Criteria:** 60% from 10th grade till Post Graduation; No active reappears/backlogs in the current course.
- We would encourage and prefer students who does not have any location constraints and interested in a job profile that requires extensive travel.
- Selected students may be placed anywhere in India (considering their proficiency in regional language).

SELECTION

PROCESS:

Interested candidates must go through the following selection process.

- Job Suitability Assessment (Online Psychometric test)
- Group Discussion (In-person)
- Personal Interview (In-Person)

TENTATIVE

JOINING

Selected students must complete their final semester exams and join us on any of these dates - **20th May / 27th May / 3rd June 2024**. We will not be able to entertain any special requests to relieve the students for exams or base location change after they have joined us.

Business line (Department), DOJ and the base location will be decided by BFIL and communicated accordingly.

Campus Placement Details:

Position Name: Associates/ Business Executive

No. of Positions : 35

Key Responsibilities:

The Ideal candidate must work closely work and work for the Branch Banking operations and he/ she must be able to promote and sell the banking products like Health Insurance, Life Insurance Saving Accounts etc. Must be able to build strong customer relationships through exceptional service and prompt resolution of inquiries, while maintaining accurate sales records.

- **Customer Relationship and Documentation:** Build and maintain strong relationships with the customers. Provide excellent service and address customer queries and concerns promptly to ensure customer satisfaction.
- **Effective Communication:** The Individual should be able to educate customers about the benefits and features of cross-sell products and assist them in making informed decisions based on their individual needs and preferences. Exceptional communication, presentation skills and relationship building skills.
- **Team Collaboration:** Collaborate with the branch staff, including customer service representatives and operations personnel, for seamless coordination and delivery of products and services. The sales executive should work closely with other team members to ensure a cohesive approach to sales and customer service.
- **Strategy Planning and Implementation:** The Individual must be able to drive and implement the sales targets within the assigned customer segments and geographical areas.

The Compensation slab is mentioned as follows:

Grade	CTC Range	Variable Details
Associate	CTC of 2.25 Lacs	12% Variable (4% is monthly Fixed)

COMPANY PROFILE AND SPOC

- For more information on the company, business lines, awards and recognition, please visit- <https://www.bfil.co.in/>
- For any further queries, please reach out to Ruchi Mishra at ruchi.mishra@bfil.co.in or 9953938229 / Rajshree M rajshree.macker@bfil.co.in

Note: The Excel sheet is attached for your reference. Kindly share the details mentioned and upload CV / Cover letters for all the students looking forward to work in our Organisation.

We look forward to initiating our enriching journey of producing top of the line professionals.

Regards,
Ruchi Mishra
Manager- Human Resources
Human Resource
Contact No.- 9953938229