

Banks:

Responsible for timely processing of bank transactions like Account Opening, fund transfer, cheques etc.

Reconciliation of branch accounts.

Ensuring timely resolution of customer queries and improving customer relationship through good service.

Efficiently handling all branch operation related tasks.

Develop and nurture relationship with existing customers to generate new business from them.

Originate and acquire new leads from existing customers and other sources to convert into business for the branch by means of marketing calls and customer visits.

Cross selling of third party products like insurance to existing customers.

Lead generation for Current and Savings Accounts- CASA to new customers and increase of balance with existing customers.

Lead generation for various loan products like housing loan, Jewel loan, vehicle loan, personal loan etc.

Follow up and monitoring of advances, including recovery / legal action.

Compliance to the bank's rules, internal guidelines, systems and procedures.

Protecting the bank's interests and ensuring ethical conduct in ordinary course of business.

Monitor the internal control of the Branch, so as to ensure a healthy overall picture of the Branch/Bank.

Effectively and efficiently handling any assignment given by the Branch Manager or Management from time to time.

IT Companies

New Client Acquisition.

Execute set processes with Partner Colleges.

Manage every difficult situation and client expectations well.

Develop a deep relationship with colleges.

Fulfill the requirements of allied functions to satisfaction within the desired timeline

MNC Consultancy

Recruit MBA students for the assignments they receive from their clients (Multi-national banks, Government of different countries, etc.)

HR Consultants

New Client Acquisition.

Understand the Client's requirements with regards to skills, position, experience, location, roles & responsibilities.

Interact with the Team Leader / SPOC to understand the requirement more specifically..

Sourcing, screening, short listing & arranging interviews through various portal, referrals, Internet & database searches, job postings.

Conducting preliminary telephonic discussion with the candidate.

Co-ordinate the interview as per the candidates as per the clients availability.
Constant follow up with the candidate post interviews and updating him about his status.
Networking and gathering references from the candidates who got short listed during the process of the interviews.
Co-ordination of recruitment drives held at various cities.
Follow up till the closure and on-boarding candidates.

Financial Services

To help manage the branch with help of Branch Manager.
Enforcement and adherence of the company credit process and policy in the Branches for Secured Loans.
Approval of Secured Loans.
Review of portfolio with respect to delinquency/losses/fraud of the portfolio with branch manager
Hand holding of branches in initial stages for better understanding of processes including customer assessment, cash flow, CPV etc.
Interacting with Branch Managers and Cluster Business Manager from risk and loss control perspective.

Share Consultant

Interact with clients to update them on research calls and advising them on asset allocation within their portfolio and guide them on Buy, Sell or hold strategy
Keep abreast of micro & macroeconomic indicators, global & domestic financial markets and impact on stock movements.
Help customers to Execute trade online and place orders on behalf of customers

ERP Consultants

ERP career opportunities provide learning across the functional areas (Finance, Marketing, Operations, HR) and integrated business solutions.

Retail

FMCG Marketing in Retail shops
Interact with dealers and distributors of branded products to promote the product and increase the sales.

Insurance

The selected candidate will undergo the training program for the first 3 months, after completion of training the candidate will be promoted as Team Leader based on the performance.

The following skills are used to turn the lead into financial product selling and insurance

The Team Leader would require the following skills: Managerial Skills, Leadership Skills, Strong Communication and Street Smartness, Team building,

Manufacturing

Companies recruit MBA students for the role in operations, supply chain, marketing and human resource management

Entrepreneurship

Those who want to explore business opportunities pursue their own business or startups to pursue their career