

**A BRIEF REPORT ON**  
**TELANGANA SKILLS & KNOWLEDGE CENTRE**

**Report of Placements 2020-21**



**ORGANISED BY**

**KAKATIYA GOVERNMENT COLLEGE**

**(Accredited with NAAC – ‘B+’ Grade)**

**HANUMAKONDA; TELANGANA STATE**

# Academic Year 2020-21



in collaboration with



## Information to Candidate & Declaration

Candidates who have applied to ITM Skills Academy and are asked to pay Cash OR transfer MONEY to the personal bank account of any person, please notify us immediately by calling on 7700905967.

Welcome to the selection process of Relationship Officer for ICICI Bank. We request you to please read this hand-out very carefully and ensure that you have completely understood the contents and all the details that are mentioned in this hand-out.

Please ensure that you clarify all your doubts with the authorities before proceeding further.

### Contents of this hand-out:

1. Job Profile Details
2. Eligibility Criteria
3. Selection Process
4. Training Program details
5. Training Program Fee
6. Compensation details
7. Applicant Declaration

### 1. Job Profile Details:

Designation: Relationship Officer  
Type: Permanent on-rolls of ICICI Bank

#### Role

ICICI Bank offers a wide array of financial products like Savings Account, Current Account and Salary Account etc. to its customers in both rural and urban markets. A Relationship Officer Role is a Client Facing role. The Relationship Officers are responsible for the first level of customer interaction. They are responsible for creating new client relationships as well as deepening our relationships with the existing clients by offering them other financial products. All Relationship Officers are assigned specific product and a specific geography, wherein they can identify new customers for the given product.

#### Responsibility

- a. It is a pure sales job and not a branch operations job
- b. Generate new customer leads through various channels
- c. Proactively identify sales prospects and conduct business development activities in the geography assigned
- d. Follow up on new leads and referrals to generate business
- e. Achieving the monthly sales targets, assigned to him/her, for various products and services
- f. Cross sell new products
- g. Follow the various internal guidelines and procedures of the bank
- h. Ensure customer satisfaction through regular engagement
- i. Resolve customer queries/issues and facilitate customer service
- j. Maintain periodic status reports, including daily activity report and calls/follow-ups made

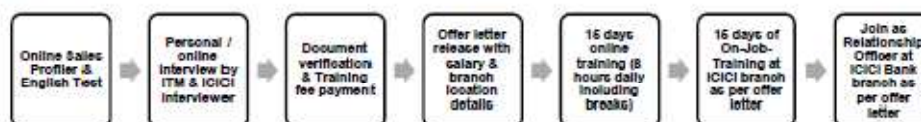
The role as defined above is subject to change at the discretion of ICICI Bank.

### 2. Eligibility Criteria:

If you fulfill all the below mentioned criteria, you will be eligible for selection process

- a. You should be graduate (10+2+3 education compulsory).
- b. You should not be a MBA/BE/B.Tech/B.Sc Agriculture / Hotel Management degree holder
- c. Your age must below 26 years as on academy batch start date.
- d. Experience: 0 – 9 months of relevant experience
- e. Post-graduate / fresher's can also apply.
- f. In case you are yet to receive the final year Graduation results, you are required to submit the passing certificate within 3 months of joining ICICI bank.
- g. You must not have any blood relatives currently working with ICICI Bank
- h. You must not have been interviewed by ICICI Bank in the past 1 year
- i. You must not have worked in ICICI Bank
- j. You must not have worked in any of the ICICI group companies or any third-party companies of ICICI Bank

### 3. Selection Process:



#### 4. Training Program Details:

##### a) Program Structure

- a. Conducted by ITM Group of Institutions
- b. 30 days training program (including 15 days online training and 15 days on the job internship at designated ICICI Bank branch)
- c. Skill development training program - blended curriculum with instructor led classroom training
- d. Induction into ICICI Bank
- e. Building customer service orientation. Developing selling and presentation skills
- f. Training on processes and compliance
- g. Training on internal guidelines, rules and regulations
- h. Building confidence to communicate effectively with various stakeholders in a business environment
- i. Training faculty - experienced professionals in the field of Finance and Sales
- j. Overall grooming - sessions by experts from ICICI Bank & Banking Industry
- k. After successful completion of the training program, participants will be awarded certificate in "Sales Management"  
*Successful completion of Certificate in "Sales Management" is MUST to be absorbed in ICICI Bank rolls as Relationship Officer*

##### b) Fee

- a. Candidates who will clear the online test and interview will pay training fee of Rs. 8,850/- via Eazy Pay, Google Pay, Phone Pe, PayTM to "ITM Edutech Training Pvt. Ltd."
- b. No refund of the training fees paid by the applicant will be done at any point, where he/she discontinue the training program or intend to discontinue services of ICICI Bank for any reason whatsoever or if he/she fails in final graduation examination.
- c. The training fee paid by the candidate to ITM Academy is non refundable
- d. ITM Skills Academy does not ask any amount in cash or transfer any money to anybody's personal account for the purpose of selection or joining in ICICI Bank.

#### 5. Compensation & Benefits

- a. On successful completion of the training course at Raipur and 15 days on the job internship, you will start at the designation of Relationship Officer at an annual CTC of Rs. 1.69 Lac - 2.24 Lacs plus Medical, pf, gratuity, bonus, etc as per organisation rules.
- b. During on the job internship period, you will be paid an all-inclusive gross lump sum stipend of Rs.3,700/- (Rupees Three thousand seven hundred only) for 15 days. This is subject to necessary taxes and deductions.

#### 6. Declaration by the candidate:

- a. I fulfil all the conditions mentioned in the eligibility criteria for this job.
- b. I am aware that this is an outdoor sales profile job in ICICI Bank and will not be operation job.
- c. I understand that I am required to promote banking products and cross sell products including loans, insurances etc.
- d. I agree to undergo 15 days online training program.
- e. I understand that only on successful completion of the certificate in "Sales Management", I will be able to join ICICI Bank as "Relationship Officer".
- f. I understand that there is a training fee involved, for upgrading my knowledge & skills to enable me to perform better in the new role.
- g. I agree that I shall not make any request pertaining to change of location during & after the training program, as the job location would be final as per the offer letter. The decision of change of job location is purely at discretion of ICICI Bank.
- h. I agree to make payment of Rs. 8,850/- via Eazy Pay, Google Pay, Phone Pe, PayTM to "ITM Edutech Training Pvt. Ltd." For enrolment into the program and that no refund of the training fees paid will be done at any point, where I discontinue the training program or intend to discontinue services of ICICI Bank for any reason whatsoever or if I fail in my final graduation examination.
- i. I hereby declare that all the information and documents provided by me are correct and true to the best of my knowledge.
- j. I understand the content mentioned above and explained is in the language I understand. Anything found false in future, ITM / ICICI Bank are authorized to take any legal action against me.
- k. I declare that I am medically fit to join the training program & service at ICICI bank thereafter.
- l. I hereby confirm that I have not paid any amount in cash or transferred any money to anybody's personal account for the purpose of selection or joining in ICICI bank.

\_\_\_\_\_  
Signature of the Applicant

\_\_\_\_\_  
Place

\_\_\_\_\_  
Signature of the Guardian

\_\_\_\_\_  
Name of the Applicant

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name of the Guardian



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Regards,

Veerabadra.A | Deputy.. Manager | ITM Skills Academy

3-6-387/c,3rd Floor, Harmony Plaza,

Himayath Nagar,Hyderabad - 500029.Telangna

**Ph:** 91- 7700973509

**Email:** [veerabadra@itm.edu](mailto:veerabadra@itm.edu)

**Web:** <http://www.itm.edu/ISA/>

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Regards,

Veerabadra.A | Deputy.. Manager | ITM Skills Academy

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# ICICI Digital Job Drive on 04-03-2021





Zoom

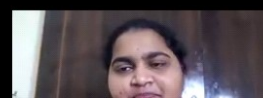
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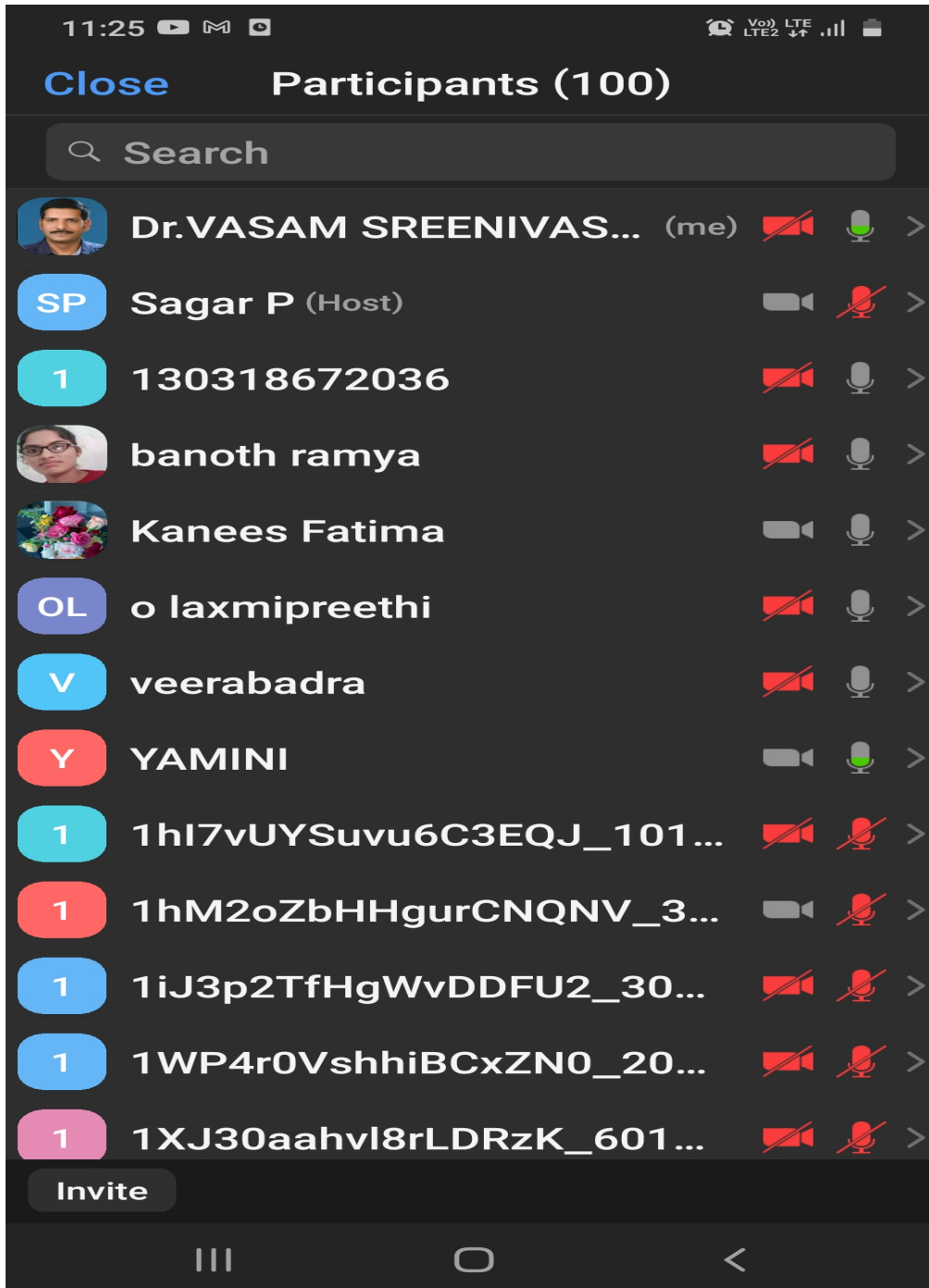
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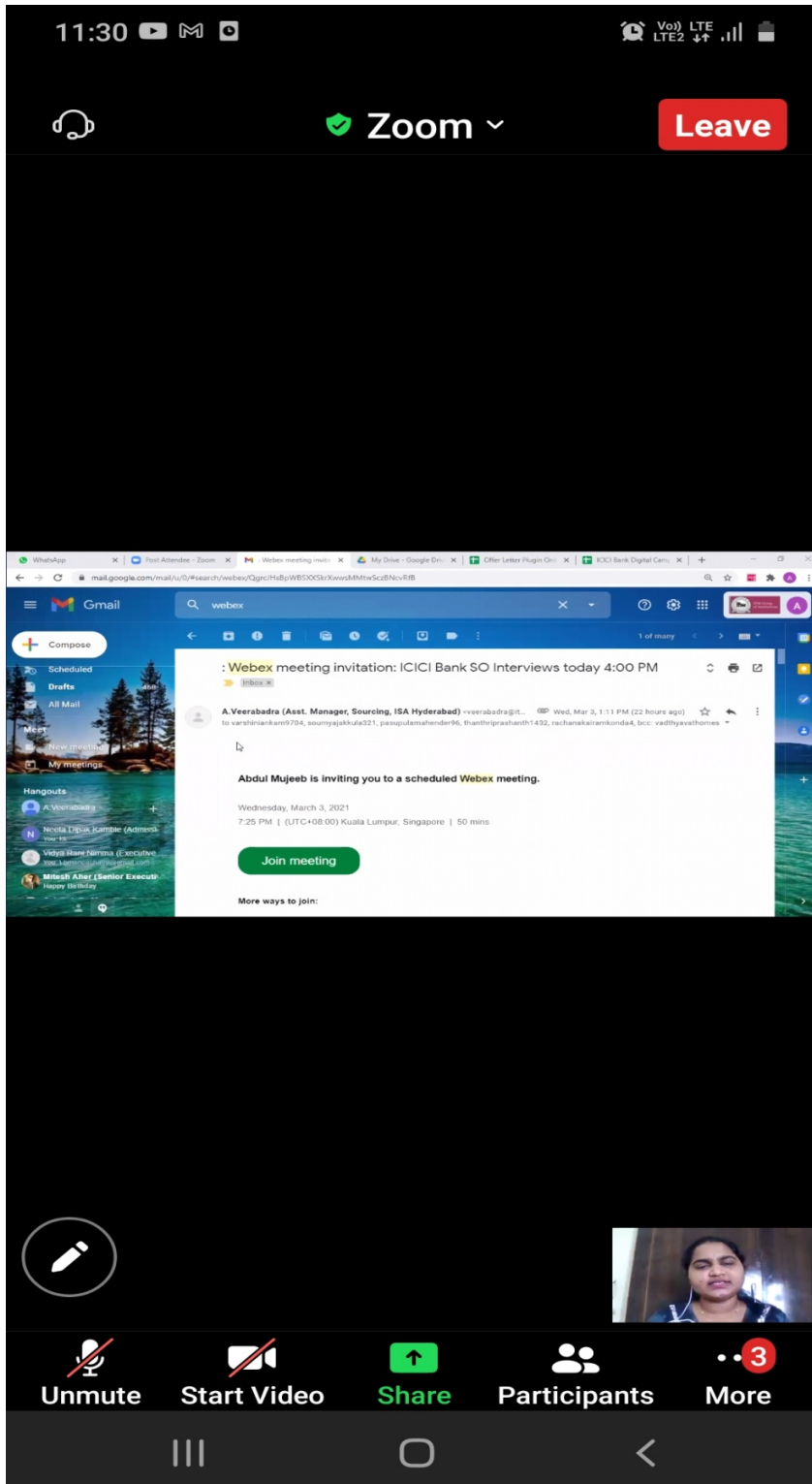
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Edit & Create Share









**A.Veerabadra (Deputy Manager-Sourcing, ISA  
Hyderabad) <veerabadra@itm.edu>**

Dear Sir,  
please find the shortlisted candidates details from 4th march drive

| name             | mobile number | Email id   |
|------------------|---------------|--|
| Lavanya Kamma    | :-7658966509  | <a href="mailto:lavanyakamma20@gmail.com">lavanyakamma20@gmail.com</a>             |
| Pavanchandra     | 63603548870   | <a href="mailto:pavanchandra4354@gmail.com">pavanchandra4354@gmail.com</a>         |
| Mekala Martha    | 7815989573    | <a href="mailto:sonymercymekala29@gmail.com">sonymercymekala29@gmail.com</a>       |
| Bacchu Ravali    | 9063996364    | <a href="mailto:ravaliashok473@gmail.com">ravaliashok473@gmail.com</a>             |
| K Rachana        | -7993993860   | <a href="mailto:rachanakanuganti799@gmail.com">rachanakanuganti799@gmail.com</a>   |
| Elleboina Anusha | -9014039178   | <a href="mailto:anushatellaboinaa@gmail.com">anushatellaboinaa@gmail.com</a>       |
| Ramyasre Kamma   | 6281111832    | <a href="mailto:ramyasrikamma99@gmail.com">ramyasrikamma99@gmail.com</a>           |
| Surya Kalakunta  | 6301827494    | <a href="mailto:suryakalakuntla1998@gmail.com">suryakalakuntla1998@gmail.com</a>   |
| Shailander Rao   |               |  |
| Gara Satish      | 7893768367    | <a href="mailto:mmahi407083@gmail.com">mmahi407083@gmail.com</a>                   |
| kummari bhaskar  | 8500839469    | <a href="mailto:kummaribhaskar143bbs@gmail.com">kummaribhaskar143bbs@gmail.com</a> |
| G venkateswarlu  | 9652362682    | <a href="mailto:gunja3064@gmail.com">gunja3064@gmail.com</a>                       |
| G mamatha        | 7989818050    | <a href="mailto:gajjimamatha1007@gmail.com">gajjimamatha1007@gmail.com</a>         |
| kondra venkatesh | 9010386188    | <a href="mailto:kondravenkatesh99@gmail.com">kondravenkatesh99@gmail.com</a>       |

Regards,

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