

**COMMISSIONERATE OF COLLEGIATE EDUCATION
GOVERNMENT OF TELANGANA**

Circular

Sub: Collegiate Education– Career Guidance and Placement Cell – Campus Drive by ICICI Bank for Students of All Government Degree Colleges- Instructions- Reg.

The attention of all the Principals of Government Degree Colleges in Telangana is drawn to the subject cited above. The Principals of all GDCs are informed that ICICI Bank Sales Academy intends to conduct campus drives for selecting "**Relationship Officers**". The detailed job profile is enclosed as an annexure.

In this regard, the Principals of 33 ID Colleges are instructed to:

- 1.** Circulate this information to all Government Degree Colleges working in their purview.
- 2.** Collect and consolidate the data of students interested in attending the placement drive from all the Government Degree Colleges working in their purview.
- 3.** The Placement Cell Officer shall co-ordinate with Mr. A. Veerabhadra (Assistant Manager, Sourcing, ISA Hyderabad), Contact Number: 7700973509, and conduct the placement drive in their campus.
- 4.** Instruct the TSKC Full Time Mentor to assist the College placement Officer in the conduct of the drive
- 5.** Communicate a detailed report on the activity to TSKCMC, O/o CCETS, through email to tskc-ce@telangana.gov.in and tskcac@gmail.com.
- 6.** The Principals may contact Mr. A. Veerabhadra, Deputy Manager, Sourcing, ISA Hyderabad, on 79900973509 or Mr. T.Suresh Kumar, Academic Officer, O/o CCETS on 7660020711 for initiation and clarifications on this programme.

Signed by Ghanshyam

Date: 12-10-2021 14:47:11

Reason: Approved

for Commissioner of Collegiate Education

ICICI Bank - Relationship Manager job profile for 2022 passed outs- Reg

From : veerabadra@itm.edu Sat, Jun 18, 2022 04:43 PM
Subject : ICICI Bank - Relationship Manager job profile for 2022 passed outs- Reg 📎 1 attachment
To : tskcac@gmail.com, TSKC CCETS <tskc-ce@telangana.gov.in>
Cc : abdulm@itm.edu

Dear Sir,

Greetings of the day !!!

Subject: Request to Conduct Online Campus Interviews at your nodal colleges.

We are very happy to inform you that ICICI Bank is going to hire 2022 pass outs through Digital campus drives across All nodal TSKC colleges in Telangana.. In between **27th June to 20th August 2022**. Please kindly contact to Mr. Veerabadra, (7700973509) HR manager. for drive dates at your respective colleges.

As per our discussion, this letter is to seek your permission to conduct campus interviews in your reputed college campus for the position of Relationship Manager in ICICI Bank.

The complete details of the job profile, salary, and other details are attached with this mail. (**Relationship Manager – Job Description Attached**).

Job Summary (From ICICI Bank Ltd.)

- Offering solutions that are Fair to the Customer and Fair to the Bank b.
- Offering 360-degree banking solutions that meet the needs of our customers.
- Constantly exploring emerging market opportunities, trends and changing with customer preferences d.
- Build and offer suitable propositions to our customers e. Deliver best in class service to our customers The Relationship Manager anchors the above responsibility. While doing so, works collaboratively with different internal stakeholders to offer 360-degree banking.
- The incumbent is responsible to nurture existing relationships, onboarding new customers and provide best in class service

Training Program Details: Program Structure

- a. Training is delivered by professional trainers of ITM Skills Academy.
- b. 21-days online training program.
- c. Skill development training program - blended curriculum with instructor led classroom / virtual training
- d. Induction into ICICI Bank Ltd.
- e. Building customer-service orientation. developing selling and presentation skills.
- f. Training on ICICI Bank Ltd. products, processes and compliances.
- g. Training on ICICI Bank Ltd. 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 personal grooming - sessions by experts from ICICI Bank Ltd. & banking industry
- k. After successful completion of the training program, participants will be awarded with "Post Graduate Program in Relationship Management - PGPRM" by ICICI Bank Ltd.

The training fee of ₹47,200/- should be paid in favor of **"ITM EDUTECH TRAINING PVT LTD"**. On successful completion of 21 days of online training in "Post Graduate Program in Relationship Manager – PGPRM) will be absorbed in ICICI

Bank Ltd. rolls as a “Relationship Manager”. Please visit the below website for more details.

Website: <https://www.itm.edu/ISA/pgprm/>

Eligibility Criteria:

If candidates fulfil all the below-mentioned criteria, they will be eligible for the selection process

- Should be a graduate (minimum 50% in 10th, 12th, Graduation and NO gap during education).
- Post-graduate / freshers can also apply
- Should not be an MBA degree / PGDM holder
- Age must be below 26 years as on academy batch-start date
- Experience: 0 – 2 years of relevant experience
- Must not have any blood relative currently working with ICICI Bank Ltd. or under the consideration for employment with ICICI Bank Ltd. and/or any ICICI group companies.
- Must not have been interviewed by ICICI Bank Ltd. in the past 6 months
- Must not have worked with ICICI Bank Ltd., any of the ICICI group companies, or any third-party companies of ICICI Bank Ltd.

Selection Process:

1. **Briefing** to all the applicants about job role, responsibilities, career progression, salary, and other terms and conditions through PPT
2. **Aptitude Test** - All applicants will undergo online Aptitude test
3. **Sales Profiler Test** - All applicants will undergo online Sales Profiler test
4. **English Test** - All applicants will have to undergo an online English test.
5. Post completion of Aptitude Test, Sales Profiler Test, and English Test the applicant will appear for personal interview (Online)
6. **Personal Interview** followed by **Documents verification** and **Payment of the training Fee.**
7. **Online Training** - 21 days of Online Training with ITM Skills Academy.

Looking forward to a positive response from you.

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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

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

 **Job Description (1).pdf**

360 KB



ICICI BANK LTD. RELATIONSHIP MANAGER JOB DESCRIPTION

Candidates who have applied through ITM Skills Academy, if asked to pay Cash OR transfer MONEY apart from the training fees to the personal bank account of any person, please notify us immediately by calling on 7700905967.

Role : Relationship Manager
Grade : Senior Officer
Reports to : Branch Manager/ Deputy Branch Manager
Salary : 2.19 to 2.85 Lakh per Annum

Eligibility Criteria

- You should be a graduate (minimum 50% in 10th, 12th, Graduation and NO gap during education).
- Post-graduate / freshers can also apply
- You should not be an MBA degree / PGDM holder
- Your age must be below 26 years as on academy batch-start date
- Experience: 0 - 2 years of relevant experience
- You must not have any blood relative currently working with ICICI Bank Ltd. or under the consideration for employment with ICICI Bank Ltd. and / or any ICICI group companies.
- You must not have been interviewed by ICICI Bank Ltd. in the past 6 months
- You must not have worked with ICICI Bank Ltd., any of the ICICI group companies or any third-party companies of ICICI Bank Ltd.

Job Summary (From ICICI Bank Ltd.)

In our effort to be the Bank of Choice, we continuously strive to understand and serve the banking needs of our customers. The focus includes:

- Offering solutions that are Fair to the Customer and Fair to the Bank
- Offering 360-degree banking solutions that meet the needs of our customers
- Constantly exploring emerging market opportunities, trends and changing with customer preferences
- Build and offer suitable propositions to our customers
- Deliver best in class service to our customers

The Relationship Manager anchors the above responsibility. While doing so, works collaboratively with different internal stakeholders to offer 360-degree banking. The incumbent is responsible to nurture existing relationships, on boarding new customers and provide best in class service.

Key Responsibilities

- Partner with customers through their life cycle and offer suitable products and services based on their financial needs
- Nurture the existing customer relationships while maintaining the quality of the portfolio
- Expand and develop the customer base by onboarding new customers
- Analyse consumer needs, current market trends, and potential partnerships to offer unique and technology-driven solutions
- Maximize market opportunities by taking the entire bank to the customer
- Tap into cross-selling and upsell opportunities, to ensure maximum customer reach
- Collaborate with product specialists, subject matter experts, credit and service teams to ensure structured and customized solutions as per the requirement of customers
- Offer 360-degree banking to the individual, professional and business ecosystem
- A customer seeks insights and advice, and hence superior knowledge and service are distinguishing factors of success
- Customer acquisition through conversion of assigned leads
- Work on growing the managed book by deepening customer relationships

Skills Required:

- Should have an ability to build relationships and understand banking requirements
- Orientation to learn about various products and financial offerings
- Orientation to build and develop customer relationships
- Ability to work in cross-functional teams
- Strong communication (both oral and written) and negotiation skills
- Attention to detail
- Should have an orientation to learn

Note:

- *ITM interview panellist and trainers are trained by ICICI Bank Ltd. to shortlist and select the candidates and further train them for Relationship Manager position.*
- *ITM Skills Academy does not approve of any fraudulent communication regarding any amount in cash or personal transaction by the candidate for the purpose of selection or joining ICICI Bank Ltd.*