

## Campus Hiring Proposal for Graduate Students

### Job role for consideration:

#### **“Personal Banker - Sales”**

Broadly, the responsibilities of a Personal Banker include –

- Interacting with customers to understand their banking needs and giving them appropriate solutions
- Helping customers adopt digital solutioning for their banking transactions
- Delivering seamless customer experience, customer connect and resolution of issues/ complaints etc.
- Management of a portfolio, consisting of high net worth customers; adding new customers to the portfolio and enhancement of the existing relationship
- Offering new products, digital solutions & cross selling etc.
- Operations & compliance – adhering to guidelines and processes to ensure compliance while managing the transactions/ documentation and operational activities pertaining to the customers

### Employment Opportunity:

Selected candidates will be hired as Personal Bankers in the grade of **“Trainee”** at an annual gross compensation of **Rs. 3.5 lakhs**.

On **successful completion of a 1-year probation** period post joining, candidates will be confirmed at the grade of **Assistant Manager**.

Based on their performance, one-year post confirmation, candidates stand the chance to be elevated in role and grade. This however, is solely dependent on merit displayed by the candidate and scope for their elevation to the next level.

### Hiring Process:

1. Colleges to share list of interested and unplaced students from batch of 2022.
2. HDFC Bank officials will conduct a pre-placement talk, to share more details about the Bank and the opportunity at hand (depending on the scenario this may be in person or virtual)
3. For interested students, we will initiate an online assessment which will be used as a screening mechanism
4. The students who clear the assessment will undergo the selection process (Group Discussion and Personal Interview).
5. Basic eligibility considerations for interested candidates will be applicable (including but not limited to successful completion of graduation degree, minimum 55% marks in graduation).

6. Post selection, the Bank will conduct necessary checks pertaining to its hiring process (including but not limited to Background verifications, CIBIL checks etc.) and any deviation on those will lead to dropping of candidature.

We are looking to consider students in the following streams in your institution:

1. English Honours
2. Maths Honours
3. Physics / Chemistry / Botany
4. Computer Application
5. Business Administration
6. B.Com/ Statistics
7. BA Economics