



ITM *Skills* Academy

ASSISTANT ACQUISITION MANAGER (AAM) JOB DESCRIPTION

ITM/ its associate does not charge any amount from the candidate for providing this job. Thus candidates should not pay any amount to anyone for obtaining this job.

Job Profile:

1. Designation: Assistant Acquisition Manager
2. This is a permanent job & ON ROLLS of Kotak Mahindra Bank Ltd.
3. This is a sales job and not a branch operations job. Requires field work.
4. Incumbent will be responsible for either or both products (Current and Savings Account).
5. To acquire customers for Current Account, Savings Account Products of the bank, from a pool of potential individuals, small businesses, trusts associations, societies and corporate.
6. To achieve and deepen business volume and numbers.
7. To cross-sell TPP like Insurance, Gold, Locker, FD, Asset Products etc.

Eligibility:

1. Age: 20-26 years
2. All Graduate and Post Graduate with 0-1 year of experience.
3. In case of any work experience then you need to submit Resignation acceptance & Relieving letter / Experience cum clearance certificate from your previous organization.
4. Your highest qualification should be within current year minus 2 years. (For this year it should be 2014/15/16).
5. You MUST NOT have any blood relatives (for example, parents, brothers, sisters, children, or spouse) currently working with Kotak Mahindra Bank or ING is now Kotak.
6. You MUST NOT have worked with Kotak Mahindra Bank or ING is now Kotak earlier.
7. You MUST NOT have given interview in Kotak Mahindra Bank or ING is now Kotak in last 6 months.

Salary:

Annual CTC of Rs. 1.80 lacs to Rs. 2.20 lacs plus performance based Incentives, PF, Gratuity, Medclaim and Insurance cover (as per policy).

Salient Features:

1. Selected applicant has to undergo 1 month residential training at Vadodara/ Bangalore / Greater Noida conducted by ITM - Group of Institutions.
2. The candidate will be paid gross stipend of Rs. 5000/- for the Residential training period along with the first month salary. The same will be recovered from the candidate if he/ she leaves within 6 month of joining.
3. The candidate will be paid a gross stipend of Rs.9000/- inclusive of PF (per month) during the on job training for 45 days at designated branch after the residential training conducted by ITM Group of Institutions.
4. Training program fee is Rs.34,000/- plus service tax which includes all the expenses like travelling, lodging, boarding, food & training. Training fee will be paid by Kotak Mahindra Bank to ITM Skills Academy on behalf of applicant.
5. Since Kotak Mahindra Bank is providing financial assistance to the applicant, he/ she have to sign 2 year service agreement with Kotak Mahindra Bank.
6. On successful completion of the training program the participant will be awarded a "Certification in Banking & Sales Management" by ITM Skills Academy and Kotak Mahindra Banking Academy.
7. On successful completion of the training, the applicant will join at the post of Assistant Acquisition Manager with annual CTC of Rs.1.80 lacs to Rs. 2.20 lacs plus incentives.
8. Kotak Mahindra Bank will recover the training cost from the candidate through 24 monthly installments (Rs.1615 x 24) after his/ her joining the services of the Bank as Assistant Acquisition Manager. The recovery will be effective by way of deduction from his/her monthly salary.
9. If candidate completes 2 years with the bank then 50% of the training cost will be refunded to the candidate as retention amount.
10. Applicants who intend to discontinue from
 - The training during the academy will have to pay the full course fee and service tax as applicable to ITM Edutech Training Pvt. Ltd.
 - The services of the bank before 2 years will have to pay the full course fee after adjusting the monthly deductions, if any with 18% interest. Applicable service tax charges will have to be borne by the candidate.

For more information, contact: