



ITM *Skills* Academy

### ACQUISITION MANAGER – DIGITAL SALES (AMD) 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: Acquisition Manager – Digital Sales
2. Permanent job on roles of the Kotak Mahindra Bank with fixed salary + high incentives
3. Be part of fastest growing digital sales channel in financial services industry
4. As part of sales job, incumbent is required to do field work
5. Job involves sourcing of Savings Accounts for the banks from the customers who are acquired through Digital Marketing campaign.
6. No cold calling. Incumbent will be given leads from the bank for sourcing of accounts
7. Simplified sales process with help of Biometric device. Minimal paperwork.

#### Eligibility:

1. Any Graduate; Age: 20-26 years
2. Android based “Smart Phones” as per defined specification\* is mandatory
3. Preferably have own two wheeler (Not mandatory in Mumbai, However it is required at other centres)
4. In case of any work experience then you need to submit Resignation acceptance & Relieving letter / Experience cum clearance
5. Certificate from your previous organization.
6. You MUST NOT have any blood relatives (for example, parents, brothers, sisters, children, or spouse) currently working with
7. Kotak Mahindra Bank or ING is now Kotak.
8. You MUST NOT have worked with Kotak Mahindra Bank or ING is now Kotak earlier.
9. You MUST NOT have given interview in Kotak Mahindra Bank or ING is now Kotak in last 6 months.

#### Salary:

Annual CTC of Rs.1.8 Lac in Metro cities & Rs.1.65 Lac in Non Metro cities 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 Baroda/ 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 Acquisition Manager – Digital Sales with annual CTC of Rs.1.65 lacs to Rs.1.8 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.

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