



CAREER COUNSELLING & PLACEMENT CELL (CCPC)
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Letter No:

1194

Date:

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NOTICE

[ICICI Bank Placement Drive]

Dear Students (all UG & PG Final year),

The Career Counselling and Placement Cell is announcing an upcoming placement drive in collaboration with **ITM Skills Academy for ICICI Bank's Sales & Relationship Management Program**. Interested and eligible students are encouraged to review the opportunity details below.

Position Overview

- **Role:** Relationship Manager (Sales Role).
- **Location:** Anywhere in India (Candidates must be willing to relocate).
- **Compensation:** Annual CTC of around 3 lakh, depending on the class of city.
- **Job Description:** Acquire new customers, engage with them, and offer banking products and services based on their needs.

Eligibility Criteria

- Any full-time graduate or postgraduate with a minimum of **50% marks** or equivalent CGPA in 10th, 12th, and Graduation.
- Candidates awaiting graduation results may apply provided they have a **minimum 55%** aggregate in completed semesters.
- Age must be below **25 years** on the date of application.
- Freshers are eligible to apply.
- Applicants must be comfortable with a sales-oriented role.

Selection Process

- **Step 1:** Online Aptitude Test assessing Verbal, Quantitative, and Logical Ability.
- **Step 2:** Two rounds of interviews.
- **Step 3:** 15 days of residential training at the campus. Note that no fees will be charged for training, residential stay, or food.

How to Apply: Scan this QR Code and apply,



- For any direct inquiries regarding the drive, contact Mr. Chandan Chatterjee at +917603046895.


12/09/26
Principal

Bhadrak Autonomous College, Bhadrak
Bhadrak (Auto) College
Bhadrak



Sales and Relationship Manager - Job Description

Candidates who have applied through ITM Skills Academy, if asked to pay Cash OR transfer MONEY to the personal bank account of any person, please notify us immediately by calling 3022345337.

Role: Relationship Manager

Grade: Senior Officer

CTC: Rs. 3.12 Lac - 3.84 Lacs depending upon the city of posting.

Job Summary:

The focus includes:

- Offering 360-degree banking solutions including accounts, deposits, loans, payments, digital banking that meet the needs of our customers
 - Deliver best in class service to our customers
 - Offering product and services in line with the philosophy of Fair to the Customer and Fair to the Bank
- Relationship Manager anchors the above responsibility. While doing so, Relationship Manager works collaboratively with various internal teams to offer 360-degree banking. Relationship Manager is responsible for on boarding new customers and provide best in class service.

Key Responsibilities:

- Acquiring and Onboarding New Affluent Customer to the Bank through generating own leads and conversion of assigned leads
- Servicing existing customers of the Bank
- Tap opportunities in the mapped market for Liabilities and Asset products including Kisan Credit Card etc.
- Meeting the existing mapped customers regularly, understand their Banking needs and offer relevant products and services
- Gain knowledge of all service and digital channels to ensure excellent customer satisfaction levels with zero errors
- Gain understanding of Banking processes and compliance parameters to deliver superior customer experience in each interaction and avoid reputation risk to the Brand

Eligibility Criteria:

- Any Fresh full-time graduates / Post-Graduates with min. 50% or higher on aggregate or equivalent CGPA (Engineering graduate, diploma Engineer, CA, MBA not Eligible)
- Age-25 years or lower as on date of Application on ICICI Careers
- Work experience should be less than 12 months.
- Applicant should not have any relative working in ICICI Bank
- Applicant should not have been interviewed for any role/program in ICICI Bank in last 6 months
- Applicant should have willingness to do sales
- Applicant should be locationally mobile

Skills Required:

- Orientation to do sales and service customers
- Should be location fungible
- Should have an ability to build relationships and understand banking requirements
- Orientation to learn about various products and financial offerings
- Strong communication (both oral and written)
- Attention to detail

For more information

Are you aspiring to build a career in banking?

Train with us today and be a part of a key industry driving India's growth!

Apply for the
**Sales & Relationship
Management Program**
with ITM Skills Academy

Join as a **Relationship Manager** anywhere in India

This is more than a job. It is an opportunity to represent ICICI Bank, built on the values of truth, trust and transparency. As a Relationship Manager (Sales Role), you will acquire new customers & engage with them, offering banking products and services based on customers' needs.

Eligibility

- Any full-time graduate / Postgraduate with min. 50% marks or equivalent CGPA in 10th, 12th and Graduation
- Candidates awaiting Graduation results may apply (min. 55% aggregate in completed semesters for Graduation)
- Age below 25 years on date of application
- Comfortable with a sales-oriented role
- Freshers also can Apply
- Willing to relocate

Selection Process

Step 1

Online Aptitude Test - Verbal, Quantitative and Logical Ability

Step 2

Two Rounds of Interviews

Step 3

15 days of residential training at the campus

No fees will be charged for training, residential stay and food

Compensation

Annual CTC of around 3 lakh, depending on the class of city

Mr. Chandan Chatterjee
Mob No. +917603046895

Grab this
opportunity
today!



Scan QR Code to Apply