



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/PN/ 842

5th January 2024

Sub. Placement opportunity for MBA students of USMS, GGSIP University of batch passing out in year 2024 in the company “ICICI Prudential Asset Management Co. Ltd”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA students of USMS, GGSIP University of batch passing out in year 2024 in the company “ICICI Prudential Asset Management Co. Ltd” for your reference and circulation to students to apply on given link by **7th January 2024**:

Registration Link – <https://forms.gle/xtD8xfT6QQntdSYv7>

Company Name – ICICI Prudential Asset Management Co. Ltd

Eligible Degrees: MBA with Marketing and Finance specialization, 2024 passing out batch (USMS Only)

Role: Sales

Position Title: Relationship Manager

Grade: Executive Trainee

CTC: INR 5 lakhs p.a (4.5 lakhs fixed + 50000 confirmation bonus post completion of 1 year)

Location: Delhi

Please find attached Job Description for more information.

LAST DATE FOR REGISTRATION IS 7th January 2024.

(Dr. Nisha Singh)
Training and Placement Officer
CCGPC, GGSIPU

ICICI Prudential AMC Ltd.
Job Description– Sales

A. Position Details	
Position Title:	Relationship Manager
Grade:	Executive Trainee
Department:	Distribution Expansion
Education Background	MBA in Marketing/Finance

B. Role Purpose
<p>Role is to increase client base and maximize sales by planning and implementing organization strategies/activities to achieve the given targets. Responsible for acquiring new customers from open market and activate inactive clients Internal Focus - Branch Relationship Team External Focus - Investors</p>

C. Key Accountabilities
1. To achieve monthly plan to acquire Retail /HNI clients and ensure regular contact with all mapped clients through regular weekly / monthly calls
2. Generation of fresh leads through reference to shore up the clientele
3. Responsible for advising Investors, to be able to analyze the asset allocation of Investors to customize the approach in accordance for focused selling
4. Achieving the business targets assigned in terms of up selling ICICI Prudential Products, enhancing and upgrading the Client Net worth
5. Profiling customers and provide financial products to meet customer need
6. Ensuring the highest levels of service to Corporate clients/HNI and Retail customers
7. Providing Investment planning and advice
8. Achieving sales and revenue targets spread across product mix
9. One point contact for the assigned customer
10. Acquisition & Servicing of Retail and HNI customers

D. Location and Compensation	
Location	Delhi
Compensation	INR 5 lakhs p.a (4.5 lakhs fixed + 50000 confirmation bonus post completion of 1 year)