



SARVAJANIK EDUCATION SOCIETY  
SMT. SHARDARANI RAMESHCHANDER



## Report on Final Campus Placement for ICICI Securities on 18<sup>th</sup> January, 2018 at S. R. Luthra Institute of Management



### Quick Details

|                                  |   |
|----------------------------------|---|
| <b>Employer</b>                  | ICICI Securities  |
| <b>Date of Interview</b>         | 18 <sup>th</sup> January, 2018  |
| <b>Designation Offered</b>       | Senior Relationship Manager   |
| <b>Maximum Earning Potential</b> | INR 4,25,000 p.a.   |
| <b>Interview conducted by</b>    | Mr. Kaushal Pujara (Regional Head)<br>Mr. Navneet Singh (Regional Head)<br>Mr. Himanshu Patel (Cluster Head)<br>Mr. Naitik Shah ( Relationship Manager) |
| <b>No. of students Appeared</b>  | 106   |
| <b>No. of Students Selected</b>  | 02  |

### Company Overview

ICICI Securities empowers over 4 million Indians to seamlessly access the capital market with ICICIdirect.com, an award winning and pioneering online broking platform. ICICI Securities Ltd is an integrated securities firm offering a wide range of services including investment banking, institutional broking, retail broking, private wealth management, and financial product distribution. ICICIdirect.com uses the most advanced commercially available 128-bit encryption technology

enabled Secure Socket Layer (SSL), to ensure that the information transmitted between the client and ICICIdirect.com across the internet is safe and cannot be accessed by any third party. ICICI Securities sees its role as 'Creating Informed Access to the Wealth of the Nation'; for its diversified set of client that include corporate, financial institutions, high net-worth individuals and retail investors. Headquartered in Mumbai, ICICI Securities has 200 stores across 66 cities in India and global offices in Singapore and New York.

## Job Profile

### Offered designation:

Senior Relationship Manager

### Roles and responsibilities:

1. Cross-Sell to existing customers & acquire new customers.
2. Deliver the desired revenue target numbers.
3. Offer comprehensive solutions based on financial planning done with the customer.
4. Adhere to the sales process and maintain /record customer interaction on our internal CRM.
5. Work towards achieving various customer metrics of RMs goal sheet.

**Package:** INR 4,25,000 p.a.

**Location:** Gujarat, MP, Chhattisgarh, Nagpur

## Selection Process

Selection process included Round 1 of Online Aptitude Examination followed by other three rounds of Pre Placement Talk (PPT), Group Discussion (GD) and Personal Interview (PI) scheduled on 18<sup>th</sup> January, 2018.

106 students had applied for the online aptitude test.

### Pre Placement Talk

The second round was of Pre Placement Talk where description about the company was provided by the company personal.

### Group Discussion

After PPT for group discussion, 80 students appeared where eight batches of 10 students per batch were made and GD was conducted accordingly.

### **Personal Interview**

Personal Interview was conducted by Mr. Kaushal Pujara (Regional Head), Mr. Navneet Singh (Regional Head), and Mr. Naitik Shah (Relationship Manager) at SRLIM campus. 21 shortlisted students after GD appeared for Personal Interview. Finally 02 students were selected for the aforementioned designation.