



SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER



Report on Final Campus Placement for IIFL - Gold Loan on 30th January, 2018 at S. R. Luthra Institute of Management, Surat



Quick Details

Employer	IIFL- Gold Loan
Date of Interview	30 th January, 2018
Designation Offered	Gold Appraiser and Customer Care Executive
Maximum Earning Potential	INR 2,40,000 p.a. (Gold Appraiser) and INR 2,70,000 p.a. (Customer Care Executive)
Interview Conducted by	Mr. Priyank Vijayvargiy (Zonal Manager- HR), Ms. Anusha Patel (Zonal Executive- HR), Amit Singh and Amit Tandel (Territory Manager)
No. of Students Appeared	108
No. of Students Selected	25

Company Overview

IIFL (India-Infoline) group is one of the leading players in the Indian financial services space. IIFL consolidated net-worth of about Rs. 30 billion as of financial year ended March 31, 2017, has global presence with offices in London, New York, Geneva, Hong Kong, Dubai, Singapore and Mauritius. IIFL offers advice and execution platform for the entire range of financial services offers financing, wealth and asset management, broking, financial product distribution, investment banking, institutional equities, realty and property advisory. Their well-entrenched network of close to 2,500 business locations spread across India has given us the ability to expand and reach out to different segments of the society. IIFL group has more than 3 million satisfied customers across various business segments and is continuously building on its strengths to deliver excellent service to its expanding customer base. They are a growing organization, which is an ideal place for individuals with high ambitions. The working atmosphere is highly charged with a young and energetic team of qualified professionals. They are growing at an exponential rate and to fuel their growth they are looking for smart & dynamic individuals for the position of Management Trainee across their Branches.

Job Profile

Roles and Responsibilities (Gold Appraiser):

1. Able to identify quality & purity of Gold in any form by manual process.
2. Calculation of Gold valuation pledged by customer.
3. Should be able to maintain accounting process, records and handling cash in the branch for Gold Loan transactions.
4. Should be able to handle all the branch level activities for ensuring business growth.
5. Organizing Sales and Brand promotion activities.

Roles and Responsibilities (Customer Care Executive):

1. Client Acquisition and maintaining client relationship.
2. Responsible for Lead generation & converting prospects customers to sourcing Gold Loan.
3. To get business through references from the new & existing customers.
4. Adherence to the administrative process & policies of the organization is a must.
5. Ability to understand needs & interests of the customers and cater to the same.
6. To guide & provide the customers with all the required information about loans & schemes.
7. Should be able to solve the queries of the customers as well as handling the customers in a cooperative & efficient way.
8. Preparing reports related to branch functioning and its performance.

Eligibility criteria for both offers:

- MBA/PGDBM or equivalent candidates with Marketing / Finance specialization
- Candidates with zeal to excel in Financial Industry
- Pleasing personality with good communication & interpersonal skills
- Knowledge of the financial industry would be an advantage

Selection Process

108 candidates who have applied and from that 94 candidates from SRLIM, Surat appeared for Pre placement talk and for further rounds of the selection process.

Group Discussion

73 candidates appeared for the Group Discussion round and from that 32 candidates were shortlisted for the personal round of interview based on their excellent performance in the group discussion round.

Personal Interview 1

32 shortlisted were appeared for the personal round of interview and finally 25 students were selected for the aforementioned designations.