



SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER



Report on Final Campus Placement for Kotak Securities Ltd. on 9th February, 2018 at S. R. Luthra Institute of Management



Company Overview

Kotak Securities Limited, a subsidiary of Kotak Mahindra Bank, is the stock broking and distribution arm of the Kotak Mahindra Group. It is a corporate member of both the Bombay Stock Exchange and the National Stock Exchange of India. Kotak Securities was founded in 1994 and is headquartered in Mumbai, India. Kotak Securities Limited is a financial services company. Its major business comes from stock brokerage service for investors and traders. The stock broker offers services such as share trading, derivatives trading, mutual funds, IPO, Exchange Traded Funds, Currency Derivatives, Tax Free bonds, portfolio management, Stock Lending and Borrowing and Interest Rate Futures.

Quick Details

Employer	Kotak Securities Ltd. (BFSI)
Date of Interview	9 th February 2018
Designation Offered	Relationship Manager
Maximum Earning Potential	INR 3,80,000 p.a.
Interview conducted by	Mr. Saumil Shah (Deputy Vice President), Mukesh Raheja, Suresh Hirpere (Associate Vice President), Pratik Soni, Sriperdha More (Human Resource Manager), Mukesh Tamboli, Jay Bardoliwala (Assistant Manager)
No. of Students Appeared	104
No. of Students Selected	4

Job Profile

Roles and Responsibilities: Selling Financial products, Maintaining relationship with existing customers, Arranging sales fair and business meetings, Reporting to higher authorities, Advising the customers for investments

Location: Surat and South Gujarat

Selection Process

104 students appeared for the Pre-Placement Talk, of which 84 students from SRLIM, Surat appeared for further rounds of the selection process.

Group Discussion-1

84 candidates appeared in this round. Out of which, 26 were shortlisted for Group Discussion-2 based on their performance in the Group discussion round-1.

Group Discussion-2

13 students were shortlisted for the personal interview with their outstanding performances in Group discussion-2.

Personal Interview

Upon completion of the above mentioned rounds, finally **4 candidates** were selected for the aforementioned designation.