

Client Relationship Partner
Job-Ready-Program



Say **YES** to a Promising Career in Banking



in association with
your advantage

BANKEDGE
academy for banking and finance

Client Relationship Partner
Job-Ready-Program

YES BANK

GREAT
OPPORTUNITY
TO WORK
WITH **YES BANK**
BROUGHT TO YOU
BY **BANKEDGE**



IF YOU ARE A FRESH GRADUATE,
AND LOOKING FOR A JOB OPPORTUNITY,
THEN DON'T MISS THIS!!

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ABOUT **YES BANK**

YES BANK has been recognized as 4th largest Bank amongst the Top and Fastest Growing Banks in various Indian Banking League Tables by prestigious media houses and Global Advisory Firms, and has received several national and international honours for our various Businesses including Corporate Investment Banking, Treasury, Transaction Banking, and Sustainable practices through Responsible Banking. YES BANK is steadily evolving as the Professionals' Bank of India with the long term mission of 'Finest Quality Large Bank in India' by 2020.

At YES BANK, executives are offered Fast Track career progression opportunities, Learning & Development initiatives focusing on capability development, Cross functional – time bound Strategic Assignments, Internal redeployments, Job rotations and need based cross business transfers to develop their well rounded managerial and leadership capabilities.



ABOUT THE JOB

CLIENT RELATIONSHIP PARTNER - CRP

The role holder is responsible for acquiring incremental accounts from the corporate. The incumbent should be able to leverage opportunities for cross sell of insurance and other revenue products. The role holder should ensure compliance to KYC and other banking norms.

- Core Responsibilities
- Business Acquisition
This is a target based SALES JOB.
Acquisition of Quality CASA (Current Account & Saving Account) Revenue
Acquisition- Cross sell. Maintaining good relationship with the customers.
- Quality Focus
Compliant towards KYC and all operational risk parameters Comply with Bank's policies and processes
Ensure timely escalation of issues impacting business and appropriate solutions to address the concerns
Ensure safety and security of Bank and customer's assets Ensure timely submission of MIS reports
- Self- Management Responsibilities
Defines performance goals at the start of the year in discussion with the reporting manager and ensures that the goals are monitored and achieved during the course of the year.
Takes ownership of his/her own learning agenda by identifying development needs in consultation with the reporting manager and working towards

bridging the gaps through various means which go beyond just training. Understands the competencies relevant to his/her role, and works towards displaying as well as developing these effectively.

Keeps abreast of relevant professional/industry developments, new techniques and current issues through continued education and professional networks.

- Risk and Internal Control Responsibilities
Follows risk policy and processes to mitigate the operational, regulatory, financial, informational, reputational and audit risks as instructed by the departmental manager.
Executes the established internal control systems and compiles relevant information for departmental audits, as necessary.

GOOD SALARY
Rs. 2.25 LAKHS TO
2.75 LAKHS P.A.!

The CRP sourced and trained by BANKEDGE will get a salary of INR 2.25 Lacs p.a. after the completion of probation period the salary will be revised to 2.75 Lacs p.a.

ABOUT

BANKEDGE

<http://www.bankedge.in/>

BANKEDGE is an Academy of Banking and Finance who's core competency is to source fresh graduates and post graduates, train them in all aspects of Banking and place them in leading private sector Banks. We are a 5 year young organisation with presence of 54 centres across the country and have managed to place more than 15,000 candidates PAN INDIA. Our presence and core competency across the country attracted various leading private sector Banks to associate with BANKEDGE for hiring our candidates at various entry level positions with different roles and responsibilities across. BANKEDGE has partnered with YES BANK to provide 2200 fresh graduates as Client Relationship Partners on PAN INDIA basis.



your advantage

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PROCESS

- BANKEDGE will source fresh graduates and will do a quick screening activity in terms of checking communication skills and documents.
- Selected candidates will be sent for interview at respective YES BANK base locations.
- Interview will be conducted along with line managers and HR managers of YES Bank, together.
- Selected candidates by YES BANK will undergo an AMCAT test and will receive letter of intent from YES BANK instantaneously.
- Selected candidates will then undergo 21days training conducted by BANKEDGE faculty at BANKEDGE premises. The content will be provided by YES BANK and the program will be called as “YES FORCE PROGRAM”.
- After the training is completed there will be an assessment conducted by BANKEDGE.
- On successful completion of training the trained candidates will then receive their appointment letters and will be on-boarded to their respective branches within 7 days.

A decorative graphic in the bottom right corner featuring several interlocking gears. The word "EDUCATION" is embossed on one of the gears. A large red arrow points upwards from the bottom left towards the top right, crossing over the gears.

EDUCATION

SIMPLE

FEE STRUCTURE ✓

- **50% WILL BE PAID BY THE BANK!**
- The fee for this program is RS. 24,000 inclusive of GST.
- This fee will be divided into 2 parts. The 1st part of 12,000 will be paid by YES BANK to BANKEDGE.
- The candidate will pay the 2nd part of Rs. 12,000 ONLY WHEN THE CANDIDATE RECEIVES 1st SALARY.
- Candidate needs to deposit Post Dated cheque issued in favour of Bankedge. On completion of 1 month when he receives his 1st salary the check will be deposited by BANKEDGE.
- So, YOU DON'T PAY ANYTHING TILL YOU GET YOUR 1st SALARY...!!

