

Shikshapeeth College of Management and Technology
16, Bindra Market, Near Police Station, Tilak Nagar, New Delhi - 110018

No: SCMT/TPC/2019/328

Date: 27/07/2019

NOTICE

CI and F2F (Batch2016-2019)
Final Placement - Session (2019-20)

This is to inform that below mentioned interviews are lined up for Final Placement for academic year 2019-20.

Interview Date: 29- July-19

Interview Time: 10 am

Interview Venue: Shikshapeeth College of Management & Technology

Job Descriptions :- (Please read the instructions carefully)

Job Offer No. 6

Company Name	Policy Bazaar
Brief About Company	<p>Policybazaar.com is now India's foremost insurance aggregator and a leading financial player globally. The objective is the same even today -- Customer First and Sustained Profitability for the entire insurance ecosystem.</p> <p>It's a fine balancing act when eight million insurance buyers and 40+ insurers transact a few lac crores of insurance cover and a few thousand crores of insurance premium on a platform with complete confidence every year.</p> <p>Policy Bazaar is an online platform that enables users to compare, analyze and buy loan and insurance products.</p> <p>Policy Bazaar is a Private company. Yashish Dahiya is the Co-Founder & CEO of PolicyBazaar and has an approval rating of 84 from Owler members. PolicyBazaar has received a total of \$367.2M in funding. PolicyBazaar's top competitor is BankBazaar, led by Adhil Shetty, who is their Co-Founder & CEO</p>
Website	https://www.policybazaar.com
Job Location	Gurugram
Job Profile	<p>1) Associate Sales Consultant</p> <p>Role description:</p> <p>1) Assisting customers in sale of a range of financial products on phone 2) Role entails working only in Day shift</p>

	<p>3) Fully responsible for meeting and exceeding targets as assigned periodically</p> <p>4) Reaching productivity that meets job standards, while working with speed and accuracy</p> <p>5) Flexible, able to shift priorities to accommodate changing demands.</p> <p>6) Ensure no losses or errors occurred while assisting customers</p> <p>7) Works towards ensuring zero cases of miss-selling / fraud in the processes</p> <p>8) Responding in a timely and effective manner to all internal communication.</p> <p>9) Adheres to and supports company policies and practices</p>
Eligibility Criteria	3 rd Year Result Awaiting & Fluency in Verbal and Written English Communication.
Salary + Benefits	2, 46,000/- Annual CTC + Incentives + Twice appraisals in a year which is performance driven.
Job Timing	General Shifts

Job Offer No. 7

Company Name	Mahindra Holidays & Resort Limited
Brief About Company	<p>Mahindra Holidays & Resorts India Ltd. (MHRIL), a part of Leisure and Hospitality sector of the Mahindra Group, offers quality family holidays primarily through vacation ownership memberships and brings to the industry values such as reliability, trust and customer satisfaction. Started in 1996, the company's flagship brand 'Club Mahindra Holidays', today has a fast-growing customer base of over 240,000 members and 61 resorts at some of the most exotic locations in India and abroad.</p> <p>Mahindra Holidays & Resorts India Limited is part of the USD 20.7 billion multinational Mahindra Group. With over 200,000 employees in 100 countries across the globe, the group is also among India's top ten industrial houses with interests in aerospace, aftermarket, agribusiness, automotive, components, consulting services, defence, energy, farm equipment, finance and insurance, industrial equipment, information technology, leisure and hospitality, logistics, real estate, retail, and two wheelers.</p>
Website	http://www.clubmahindra.com
Job Location	Delhi
Job Profile	<p>1) Sales Trainee</p> <p>Job Responsibility:</p>

	<ul style="list-style-type: none"> • Achieving stretched targets in a result-focused environment. • Making powerful sales presentations resulting in high conversion ratio. • Handling objections and resolving member/ customer conflicts by constantly connecting with them through member meetings. • Maintaining strong client relationship and high level of customer service. • Preparing pre-sales proposals for prospective clients. • Identifying potential customers and new business opportunities within and outside the venue. • Keeping abreast with the organization's products and services. • Maintaining consistent average productivity. • Provide necessary support in booking first time holiday for new members and generate quality referrals from them.
Eligibility Criteria	3 rd Year Result Awaiting & Fluency in Verbal and Written English Communication.
Salary + Benefits	15k -20k (In hand) +Incentives + PF+ESI
Job Timing	General Shifts

Job Offer No. 8

Company Name	Citibank, Aegis, Metlife and Airtel
Brief About Company	<p>Citibank is the consumer division of financial services multinational Citigroup. Citibank was founded in 1812 as the City Bank of New York, and later became First National City Bank of New York. Citibank provides credit cards, mortgages, personal loans, commercial loans, and lines of credit. The bank has 2,649 branches in 19 countries.</p> <p>Agies Ltd. a leading global business services provider of customer experience management. We offer a comprehensive suite of solutions that helps your business plan deeper, transparent and better optimized customer connections and experiences- from strategy development through execution. For 30 years, we have been the go-to experience creators for global giants across outsourcing and technology. Present in 44 locations across 9 countries</p> <p>MetLife, Inc. is the holding corporation for the Metropolitan Life Insurance Company (MLIC), better known as MetLife, and its affiliates. MetLife is among the largest global providers of insurance, annuities, and employee benefit programs, with 90 million customers in over 60 countries. The firm was founded on March 24, 1868. MetLife ranked No. 43 in the 2018 Fortune 500 list of the</p>

	<p>largest United States corporations by total revenue</p> <p>Airtel is an Indian global telecommunications services company based in Delhi, India. It operates in 18 countries across South Asia and Africa, and also in the Channel Islands. Airtel provides GSM, 3G, 4G LTE, 4G+ mobile services, fixed line broadband and voice services depending upon the country of operation. Airtel had also rolled out its VoLTE technology across all Indian telecom circles. It is the third largest mobile network operator in India and the second largest mobile network operator in the world with over 293.79 million subscribers. was named India's second most valuable brand in the first ever Brandz ranking by Millward Brown and WPP plc.</p>
Job Location	Delhi NCR
Job Profile	<p>Citi bank- Customer Services Executive</p> <ul style="list-style-type: none">○ Manage incoming calls○ Identify and assess customers needs to achieve satisfaction○ Build sustainable relationships and trust with customer accounts through open and interactive communication○ Provide accurate, valid and complete information by using the right methods/tools○ Handle customer complaints, provide appropriate solutions and alternatives within the time limits; follow up to ensure resolution○ Keep records of customer interactions, process customer accounts and file documents○ Follow communication procedures, guidelines and policies○ Take the extra mile to engage customers○ <p>Metlife- Back office executive</p> <ul style="list-style-type: none">○ High levels of integrity.○ A people person with a pleasing personality.○ Excellent telephone etiquette.○ Excellent verbal and written communication in English, and good verbal communication in Hindi and Telugu.○ Experience in managing overseas calls and guests will be an advantage.○ Demonstrates very good office etiquette.○ Hands-on expertise in MS Office Word and Excel.○ <p>Aegis- Social media profile</p> <ul style="list-style-type: none">○ Engaged in handling calls of Enterprise & different business units (Internal & External)○ Provide World Class Customer Service.○ End to Transaction of Reports.○ Need to maintain Accuracy in Reports.○ Ability to work effectively in a team environment.○ Pleasant, professional, and courteous personality.○ Excellent verbal and written communication skills.○ Strong administrative skills: organized, efficient and versatile.○ Strong customer service approach to dealing with people at all levels internal and external.

	Airtel- Retention Executive <ul style="list-style-type: none"> o Responsible for handling current clients. o Maintaining relationship with existing clients. o Proactively identifying cross-selling/up-selling opportunities with the existing clients. o Generating quotes from multiple insurance companies. Developing customized client pitch documents. Ensuring smooth fulfillment process. Efficient customer service for existing clients. Responding to queries. o Maintaining long-term relationships with existing clients. o Proactive in achieving targets by cross selling.
Eligibility Criteria	3 rd Year Result Awaiting & Fluency in Verbal and Written English Communication.
Salary + Benefits	15 K – 20 k (In hand)
Job Timing	24*7 shift

Please note: Students selected for Job Offer no.-8 will be on the payroll of Prasha Consultancy Pvt. Ltd.

➤ **Mandate Documents to carry along with you for the Interview:-**

- 1) Updated Resume – 3 copies
- 2) Original and Photocopy of Government Identity proof (PAN/Adhar/ License)
- 3) Passport Size photographs- 3 copies

➤ **Important Pointers:-**

- 1) Students have to ensure that they report on time for the interview.
- 2) Dress Code:-

Girls - White Shirt, Black Trouser, Black Belly

Boys - White Shirt, Black Trouser, Tie, Formal Black Shoes, Clean Shave.

- 3) Mobile phones should be on silent mode/mute in the interview room.
- 4) Strict discipline needs to be followed by every student during the entire interview process.

Wish you good luck!! For any Clarifications, feel free to contact on below mentioned mobile number.

Hemani Yadav
27/7/2019
 Hemani Yadav
 Training and Placement Cell
 M: 9711730083