

Bajaj Auto Credit Limited (BACL):

100% captive subsidiary of Bajaj Auto, has expressed interest in hiring from the **graduating batch of 2025 from our campus**

Eligibility	Bachelors – B.Com, B.Sc. ,B.A etc. any stream Masters – MCom, MSc, etc. any stream
Role	Executive Trainee (JD is attached)
Departments	1. Sales 2. Debt Management Services (DMS)
Locations	Locations in UP East, Bihar, Jharkhand, Northeast, Odisha, West Bengal (Select in the application form)

CTC Details:

	Bachelors	Masters
Fixed Gross	₹ 2,66,000	₹ 2,90,000
Variable	₹ 84,000	₹ 84,000
Total Remuneration	₹ 3,50,000	₹ 3,74,000

Pre Placement talk (online) schedule

Date- 27.03.2025 at 3pm

Link: <https://teams.microsoft.com/meet/486539568073?p=SpJPJDQ2KD1W95soXd>

Meeting ID: 486 539 568 073

Passcode: p6US63f7

Students are requested to follow the website (www.bbmku.ac.in) and X Account of university





DESCRIPTION

- Level: L4
- Department: Sales
- Designation: Officer
- Responsible for: Multiple districts
- Location: City
- Experience: No min. experience, if there, preferably in Financial Services/Banking/FMCG/NBFC
- Preferred Age: Maximum 30 years
- Qualification: P.G./M.B.A.
- Reporting to: Area Manager
- Nature of Role: Individual Performer

SKILL SET REQUIRED

- Sales/marketing skills
- Working with others
- Relationship management
- Result orientation

ROLE PROFILE/JOB RESPONSIBILITIES

- Managing a team of Off Roll sales DMAs to ensure sales & penetration at the dealership as per the target
- Ensure all the documents w.r.t. customer, are verified in originals and scan & fill various customers' details in ICAS & submit it immediately. Physical agreement & repayment instrument despatch within prescribed TAT
- To ensure sale of finance schemes to customers (Within & Outside dealership) as per the targets
- Maintain & improve the relationship with the dealer/s & address issues/queries on daily basis
- Verification of all documents, w.r.t. customers e.g. KYC, customer personal information, documents received through DMAs at ASC location, in line with company policy
- Monitoring the competition activity in dealership & location
- DCC cash deposition
- Maintain & improve the productivity of DMAs
- ASC/ branch visit of dealer (Network Visit)
- Enquiry management & follow up on open enquiries
- Conversion of all leads (Web/Tele/Rural)
- Collection of RC, resolution of FEMI, nonstarter on regular basis as per the targets
- Keep the ASM updated on daily basis w.r.t. targets vs achievements □
- Maintain TAT for decision on case & speedy disbursement.
- Understand and explain all the schemes to customers

KEY PERFORMANCE AREA

- Responsible for achieving volume targets for the area on quarterly basis
- Responsible for achieving penetration targets for the area on quarterly basis
- Responsible for overlooking increase in number of finance customers with dealership/s on a quarterly basis.
- To execute special schemes for festivals and conducting loan melas etc.
- To increase insurance penetration on total sales on quarterly basis
- Login to disbursement ratio should be kept more than 80%
- Repayment should be more than 95% within the TAT