



Relationship Manager Program with HDFC Bank

[Click here](#) to view the program on HDFC Bank website.

[Click here](#) to view the program details on FLIP's website.

Process Flow

1. **Online Test:** Register at - <http://jobs.learnwithflip.com/guaranteed-bank-job/HDFC> , and complete the HDFC Bank Online test.
2. **Clear Interview and receive an offer:** Candidates who clear the test, will be interviewed by HDFC Bank; selected candidates get a **conditional offer letter**.
3. **Earn Industry recognized Certification:** Candidate must enrol & successfully complete the FLIP certification program, & NISM certification (not applicable for Business Banking & EEG), before joining HDFC Bank.
4. **Join HDFC Bank immediately:** Candidate clearing FLIP certification program will join HDFC Bank.

Registration & Program Fee

1. **Registration Fee:** Candidate needs to pay INR 750 as registration fee (Inclusive of all taxes), while applying for the program process.
2. **FLIP Certification Program :**
 - a. **Enrolment: Only on getting OFFER LETTER from HDFC Bank.**
 - b. **Program Fee:** Payable in two instalments, after getting the conditional offer letter :
 - **1st Instalment:** INR 9,000 (Inclusive of all taxes), at the time of enrolment for the FLIP certification program.
 - **2nd Instalment:** INR 8,000 (Inclusive of all taxes), only on clearing the FLIP certification program, and before joining the bank.

Salary Structure

INR 2.10 to 6.00 Lakhs (Fixed), basis b-school/institute and experience. Details will be provided during interview.

Important Information

1. The duration for the online test is 110 minutes and can be given from anywhere. The testing partner will contact the candidates with the test details.
2. The duration of the FLIP Certification program is 3-4 weeks. This includes completing the training and clearing the certification exam. The training is delivered online and candidates can access it from anywhere at any time.
3. There is no reimbursement from HDFC Bank to the candidates.
4. The online test will be held in batches starting from May 12. The interviews will be held in the month of May. The schedule will be intimated to the students through email and SMS.

Profiles Offered by HDFC Bank: Student can apply for only one of the following profiles

1. Relationship Manager (Branch banking)

Job description:

This is a role, focused on High Net Worth customers of the bank. The role of a Relationship Manager is, to enhance the existing relationship with HNI customers by analyzing his/her needs;



and then cross-selling of various products & services, such as Current/Saving accounts, Loan products & third party products like Insurance & Mutual funds.

2. Relationship Manager (Business Banking)

Job description:

Like a Relationship Manager in Corporate Banking, this is a B2B Sales role, focused on the higher end of small & medium enterprises. You will need to manage a portfolio of 20—35 Business Banking Group (BBG) credit relationships, depending on the geography covered and the branches mapped to you.

3. Sales Manager/Relationship Manager (Emerging Enterprises Group)

Job description:

Like a Relationship Manager in Corporate Banking, this is focused on small and medium enterprises.

4. Trade Sales Manager

Job description:

The Trade Sales Manager is a Relationship Management role, focused on the retail and small business segment.

You will be responsible for income targets & customer acquisition, for trade products, of the respective branches, and transactions in foreign exchange. You will also be involved in the marketing & training initiatives of concerned branches, for trade and foreign exchange products & processes.

Eligibility

Age: Less than 28 years.

MBA/PGDM/CA with 0-2 years of work experience.

50% & above, throughout 10th, 12th, graduation and post graduation.

For further details, and to enroll for the program- please visit www.learnwithflip.com or call the FLIP representative:

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