**Business Development Executive (BDE) Job Description**

**Job Profile:**
1. Designation: Business Development Executive
2. This is on payroll fixed term two year contract with ING Vysya Bank.
3. This is a sales job and not branch operations job. Requires field work.
4. Will be required to generate business for designated branch in the assigned geography.
5. Sales of Current Account, Savings Account along with other bank products.
6. Will be responsible for achieving monthly sales target assigned.
7. Responsibility of the BDE & Sr. BDE is to develop leads and get customers for liability products

**Eligibility:**
1. Any 2013-2014 Graduation pass out with Less than 1 years of experience.
2. Age: 20-26 years
3. Should not be post graduate.
4. Should not be an ex employee of ING Life/IVB/IVFSL
5. Should not have been interviewed by ING Life/IVB/IVFSL in the last 6 months

**Terms & Conditions:**
1. Selected applicant has to undergo 1 month residential training at Noida/Bangalore conducted by ITM Skills Academy and 3 months on job training.
2. On completion of the training course at ITM Edutech Training Pvt. Ltd, the applicant would undergo a 3 month on-job-training. During this training period, the applicant will be paid an all-inclusive gross stipend of Rs.7500/- per month. This is subject to necessary taxes and deductions.
3. Training program fee is Rs.40,000/- plus service tax which includes all the expenses like travelling, lodging, boarding, food & training. Training fee will be paid by ING Vysya Bank to ITM Skills Academy on behalf of applicant.
4. Since ING Vysya Bank is investing on applicant, he/she has to sign 2 year indemnity bond with ING Vysya Bank.
5. Applicant has to submit three original educational certificates to the bank for 2 years as bond security.
6. On successful completion of the training program the participant will be awarded “Diploma in Banking and Sales Management” by ITM Edutech Training Pvt. Ltd.
7. On successful completion of on-the-job training, the trainee will join as Business Development Executive with a salary in the range of 1.68 Lacs (Mumbai, Delhi, and Bangalore) and 1.44 Lacs (Rest of the locations) per annum.
8. ING Vysya Bank will recover the cost of training through 24 monthly instalments of Rs.1,667/- on the applicant’s joining the services of the Bank as Business Development Executive.
9. The recovery will be effective by way of deduction from his/her monthly salary.
10. Applicants who intend to discontinue from the training or services of the bank before 2 years will have to pay the balance course fee with 18% interest after adjusting for the monthly deductions, if any. Applicable service tax charges will have to be borne by the candidate.