

ICICI Bank Careers – Job Recruitment – Jobs For Account Executive

Hiring organization
ICICI Bank

Job Location

India

Remote work from: IN; DE; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; GR; NL; RU; ES; CH; UK; GB; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted
March 28, 2024

Valid through
31.08.2024

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Base Salary

USD 15 - USD 25

Qualifications

Graduate, Post Graduate

Employment Type

Full-time

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Description

ICICI Bank Recruitment 2024

Do you thrive on building relationships and helping businesses achieve their financial goals?

ICICI Bank, India's leading private sector bank, is seeking passionate and driven individuals to join our growing team as Account Executives. In this dynamic role, you'll play a pivotal role in developing and nurturing long-term client relationships, acting as a trusted advisor and providing them with customized financial solutions.

ICICI Bank Jobs Near Me

About ICICI Bank

ICICI Bank is a leading financial services company in India, offering a wide range of banking products and financial services to corporate and retail customers. With a strong commitment to innovation and customer service, ICICI Bank is at the forefront of the Indian banking industry.

Why Join Us?

As an Account Executive at ICICI Bank, you'll have the opportunity to:

- Build a rewarding career in a fast-paced and dynamic environment.
- Make a real difference by helping businesses achieve their financial goals.
- Develop strong relationships with clients and become a trusted advisor.
- Gain valuable experience in the banking industry from a leading financial institution.

- Be part of a team of passionate and driven professionals.

Summary

We are searching for a highly motivated and results-oriented individual to join our team as an Account Executive. You will be responsible for prospecting, developing, and managing a portfolio of assigned clients. You will identify client needs, recommend and sell suitable banking products and services, and ensure exceptional customer service. This role offers a unique opportunity to build a successful career in the dynamic world of banking.

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Key Responsibilities:

- Develop and maintain strong relationships with a designated portfolio of clients.
- Identify client needs and recommend tailored financial solutions from a wide range of banking products and services.
- Conduct in-depth financial analysis and provide expert advice to clients.
- Manage the entire sales cycle, from prospecting and lead generation to closing deals and exceeding sales targets.
- Provide exceptional customer service by ensuring client satisfaction and resolving any issues promptly and efficiently.
- Maintain accurate records and reports to track client activity and performance.
- Collaborate effectively with internal teams, including product specialists and credit analysts, to ensure clients receive comprehensive solutions.
- Stay up-to-date on industry trends and ICICI Bank's product offerings.

Required Skills and Qualifications:

- Bachelor's degree in Business Administration, Finance, Economics, or a related field (preferred).
- Minimum of 1 year (freshers can apply) of experience in sales or relationship management (experience in the banking industry a plus).
- Strong communication, interpersonal, and presentation skills.
- Excellent analytical and problem-solving skills.
- Ability to build strong relationships and develop trust with clients.
- Proficient in Microsoft Office Suite and CRM software.
- A target-oriented and results-driven approach.
- Excellent time management and organizational skills.

Experience

This role is open to both freshers and experienced candidates. For experienced candidates, a minimum of 1 year of experience in sales or relationship management is preferred, with experience in the banking industry being a strong advantage.

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Why Join ICICI Bank?

ICICI Bank offers a competitive compensation package, excellent benefits, and a rewarding career path. You'll have the opportunity to work in a dynamic and fast-paced environment, learn from experienced professionals, and make a real impact on the success of our clients.

Here are some of the benefits of joining ICICI Bank:

- Competitive salary and benefits package
- Opportunity for professional development and growth
- Work in a dynamic and fast-paced environment
- Be part of a team of passionate and driven professionals
- Make a real difference in the lives of our clients

Application Process

To apply for this position, please submit your resume and cover letter online through our careers portal.

Motivate Yourself to Join Us!

If you are a highly motivated and results-oriented individual with a passion for building relationships and helping businesses succeed, then we encourage you to apply! This is an excellent opportunity to launch a rewarding career in the exciting world of banking at a leading financial institution.

ICICI Bank: A Place Where You Can Thrive

At ICICI Bank, we are committed to creating a work environment that is inclusive, supportive, and fosters continuous learning. We believe in empowering our employees to reach their full potential and make a significant contribution to our success. Join us and be part of something special!

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