



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA

IAP17180069

IDBI Federal Life Insurance Internship – 2019 Batch

Batch	2019
Website	http://www.idbifederal.com
Job Title	Summer and Winter Internship in the field of Finance, Marketing Management and Team Recruitment, Management and Team Development.
Eligible Degrees	MBA/BBA students for both Summer and Winter Internship in the field of Finance, Marketing Management and Team Recruitment, Management and Team Development.
Eligible Branches	Any Stream can apply
Eligibility Criteria	No cut off %
Location	Kolkatta
Compensation (CTC)	<p>The students will be provided with a stipend on sales plus added variable performance Incentives. The payout will vary from minimum 15% to maximum 30% per sale as we don't have fixed stipend payout as per company policy and norms. The organization has adopted the "Performance based Payout" policy looking at the past trends.</p> <p>Normally the average stipend earning by a student ranges from 10000 INR to 20000 INR. Also the students are eligible to get certification from REGIONAL HEAD & COUNTRY HEAD also along with all the R&R as announced by the company which will add extra weightage to their experience and during their placements.</p> <p>On successful completion of the Summer Internship program he/ she will be provided with an internship completion certificate by the Vice - President HR of the organization.</p>
Roles & Responsibilities	<p>This is a multiple role internship and the training imparted to all candidates will be in all 3 modules mentioned below i.e. Finance ,Marketing Management and Leadership Management. A student will be given knowledge on all three modules so that it will also help them to decide their future specialization in 2nd year and also diversify the practical working skillset of the candidate.</p> <p>1. Profile on Finance will cover:</p> <p>a. Fundamentals of Indian Finance,Life and General Insurance Industry and the</p>

	<p>BFSI sector.</p> <p>b. Regulatory bodies in India and their Rules and Regulations.</p> <p>c. Intensive Knowledge on various investment products such as Life Insurance, Mutual Funds, Equity, Bonds, Debentures, CASA, MIS, PPF, FD etc. and different Investment strategies and current investment products available in the market.</p> <p>d. Financial planning and calculations & Tax planning and calculations like IRR, XIRR, ROI etc used practically.</p> <p>e. Anti- money laundering rules and regulations.</p> <p>f. Insurance Regulatory and Development Authority training and certification.</p> <p>g. Training on products on the company along with client prospecting and conversion through direct appointments accompanied by seniors.</p> <p>2. Profile on Marketing Management will cover:</p> <p>a. Project Report to be submitted as assigned by the company guide or mentor.</p> <p>b. Generation of HNI Leads and Appointments for Sales Generation.</p> <p>c. Market Surveys through online and offline questionnaires and data collection.</p> <p>d. Marketing of Financial products by analysing Human Life Value and financial needs of client.</p> <p>e. Exposure on Future investment opportunities by personally visiting clients.</p> <p>f. Client Survey through online Questionnaires framed by the candidate.</p> <p>g. Branding and Product Promotion activities in and around kolkata .</p> <p>h. Developing new markets through survey.</p> <p>3. Training on Team Management will cover:</p> <p>a. Sources of Recruitment.</p> <p>b. Live project on recruitment of advisors for the company by taking live interviews.</p> <p>c. Training on Team handling as leaders and Team development along with soft- skills development so that they can establish themselves in the corporate world.</p> <p>d. Identifying new recruitment strategies which would benefit both the candidate and company.</p> <p>e. Revenue Generation from team for the Company i.e. Team Development.</p> <p>Full guidance, knowledge and skill-set building material and individual support will be provided by the company guide or mentor along with access to various additional facilities like printout facility, Coffee and tea facility during office hours , Computer access etc.</p> <p>This internship offered by us will enhance in strengthening the career path of the students in BFSI SECTOR which would help them to find a strong foothold during their curriculum and final placements by gaining combined practical exposure and proper combined knowledge in all specializations.</p> <p>This is a multiple role internship and the training imparted to all candidates will be in all 3 modules mentioned below i.e. Finance ,Marketing Management and Leadership Management. A student will be given knowledge on all three modules so that it will also help them to decide their future specialization in 2nd year and also diversify the practical working skillset of the candidate.</p>
Other Desired Skills / Competencies	NA
Documents Required	Resume, Valid ID Proof, Photo Copies of all mark sheets

How to Apply?

Interested and Eligible students need to send their resumes to apamnani@amity.edu latest by 15th Sep 17

My Best Wishes are with you!

Dr. Ajay Rana
Advisor