

Job Description  
Sales Manager (Relationship Management Role)

About the Company

ICICI Bank Ltd, is one of India's leading private bank offering a wide range of financial services. Established in 1994, it is headquartered in Mumbai and has strong domestic and international presence. It operates through a vast network of 6,742+ branches and 1.30 lacs+ employees across India and globally.

ICICI Bank plays a significant role in India's financial sector by supporting economic growth through a unique bouquet of digital solutions covering the diverse banking needs of customers consisting of individuals, self-employed professionals, SMEs, proprietors, government, and retail & corporate institutions. It covers a complete range of banking services from bank accounts, payments, banking transactions, and credit cards to personal, mortgage, vehicle loans, and business & institutional solutions for facilitating a seamless customer banking experience.

Key Role & Responsibilities:

Responsible to drive sales growth through new business opportunities and managing customer relationship through regular customer engagement.

- Identify and pursue new sales opportunities by acquiring and onboarding new customers for the Bank.
- Develop and maintain relationships with potential and existing customers by offering appropriate banking solutions that meet the needs of customers (Customer 360).
- Ensure high level of customer satisfaction and retention while ensuring growth in wallet share of new and existing customers.
- Meet customers regularly in your assigned geography to build strong relationship with them.
- Ensure compliance with company policies and banking regulations.

Eligibility Criteria

- Education: Any Graduate with minimum 60% marks (aggregate) in 10<sup>th</sup> and Graduation
- Age: Below 25 years
- Willing to do Sales
- Location: Willing to relocate to any location within India

Compensation

INR 5.0 Lacs per annum Cost To Company (Indicative for Mumbai location, exact compensation will vary based on the class of city)



# Aspire Program

Campus Recruitment Proposition  
2025-2026

# Agenda

- Our Story
- What drives us?
- Why us?
- Roles on Offer
- Campus Recruitment Process
- Compensation



# Agenda

- **Our Story**
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# Our Story



1959-1963



1964-1966



1967-1968

*icici*

1969-1971



1972-1980



1994-1998



1981-1998



1998-2002



2002 onwards



A.D. Shroff, Economist



G.D. Birla,  
Industrialist



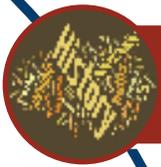
Sir A.R. Mudaliar,  
Bureaucrat

- Steering Committee formed in 1954
- Develop roadmap for ICICI
- Negotiate terms with foreign lenders & investors

- ICICI was founded in 1955
- To fulfill the needs of a financial institution for a new India
- Established with efforts of the Govt. of India and World Bank



# Our Milestones



Inception on Jan 5<sup>th</sup>, 1955



1st private sector development finance institution (DFI) that financed the growth of indigenous enterprises, and ushered in an era of economic development in the country



Ever changing & constantly adapting to new capabilities as the world evolved and new opportunities that came its way



Evolved from a DFI to a financial conglomerate catering to diverse customer needs



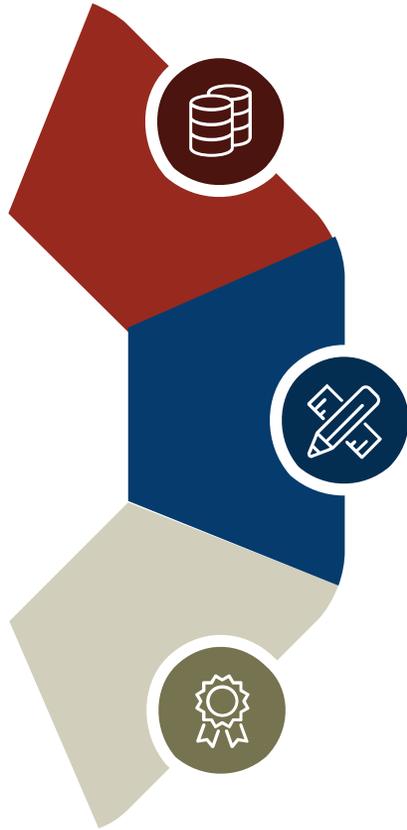
Strong character of innovation, customer focus, service orientation and high execution focus



An organization that has transformed the Indian financial sector – many firsts to its credit



# ICICI Bank - Today



We are a leading private sector bank in India with a global presence and **1,30,000+** dedicated professionals

We are a bank with Global Presence

ICICI Bank currently has a network of

**7000+** branches

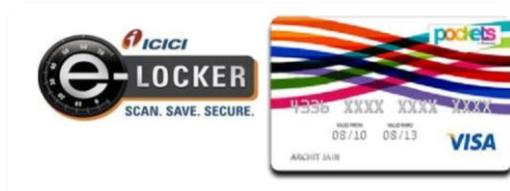
**17,000+** ATMs across India



# Diversification beyond Banking



# Pioneers in Technology and Digital Initiatives



E- Locker and Pockets: 2012



Robotic Arm in Note Sorting: 2017



Cardless Withdrawal from ATMs: 2020



Smart Vaults: 2015



PayLater- Digital Credit: 2018



Mobile ATMs: 2020



Akodara- First Digital Village: 2015



Insta BIZ: 2019



ICICI STACK: 2020

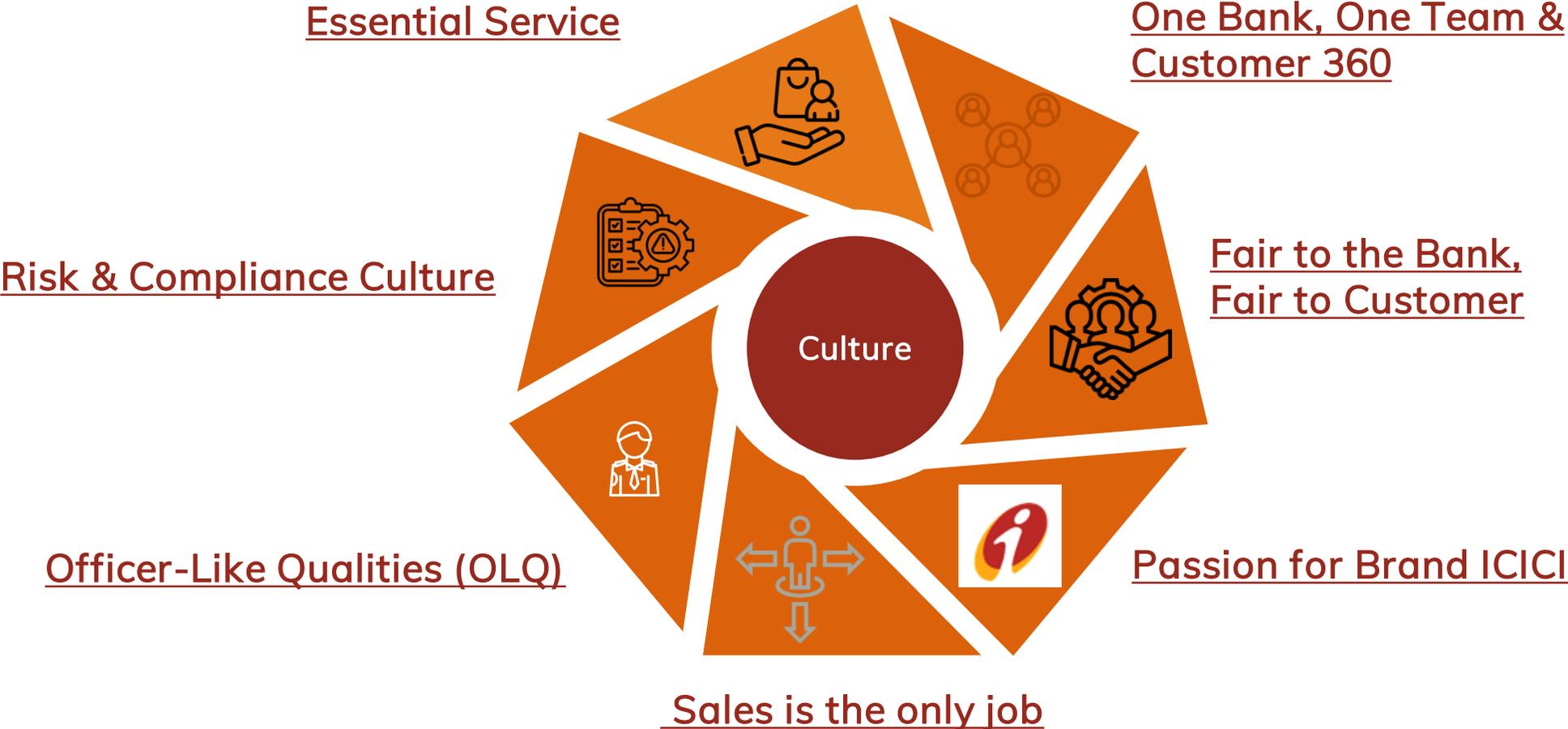


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# Culture as a Strategic Lever



# Corporate Social Responsibilities – ICICI Foundation



ICICI Bank committed Rs. 1200 Cr to Tata Memorial Centre (TMC) for the treatment of Cancer



33 KWp solar capacity installed in Tadoba Andhari Tiger Reserve



Watershed development in Karnataka leading to clean drinking water for 150 villages, recharge of 500 bore wells and increase in crops

Enabling livelihoods through 26 academies providing 17 skills. Transformed around 2 Lakh lives



Watch how Rositha Roy rose against all odds and transformed her life.

Scan the code to view the video



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# What sets us Apart?

## Key Features

### Roles

Ahead of Time  
Impactful  
Visible  
Ownership



### People

Young mindset  
Data Driven  
Adaptive  
Passionate

### Leadership

Nurturing  
Agile  
Leading with Example

### Organization

Caring  
Fast Track  
Learning Curve  
ESG Conscious





**ICICI Bank**



ICICI Bank has emerged as the best company to work for in India in the BFSI sector, as per a survey by Business Today magazine. In addition, we have emerged as the 'Best Large Indian Bank' in this survey. This is the seventh time we have received this recognition in the last eight years.

## Awards Won By ICICI Bank in 2024 & 2025



'Bank of the Year' award at the Business Today - KPMG Best Banks Awards for the fifth year in a row.

'Best Company to Work For in India' in BFSI sector, for the 7<sup>th</sup> time in last 8 years. Survey conducted by Business Today magazine



'Best for Family Office Services in India' by Euromoney, a London-based monthly finance magazine from the Daily Mail Group.

'Best Governed Company Award' by the Asian Centre for Corporate Governance & Sustainability for its outstanding commitment to corporate governance. The Bank has won the award for 2023 because of its 'adherence to robust standards of corporate governance as a key enabler of shareholder and stakeholder value proposition



'Best Private Bank in India' by Euromoney Private Banking Awards 2025

'Model Bank of the Year' at Celent Model Bank Awards 2024

'Best for Family Office Services in India' at the Asia money Private Banking Awards 2025

'Best Retail Bank in India' by The Asian Banker, 11<sup>th</sup> year in a row

'Best Large Bank' second year in a row from Mint, a leading financial daily



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# Role on Offer

Responsibilities Ahead Of Time

Role and Location Fungibility



Relationship  
Manager

Willingness to do Sales

Essential Services

Who can Apply

- **Graduates 25 years of age and below on the date of application.**
- **Minimum 60% marks in aggregate in 10<sup>th</sup> and Graduation.**



Note: The Bank reserves the right to place the joinee across any role or location, basis the organizational requirements. All of our roles require an orientation towards sales. Decision of the bank shall be considered as final.

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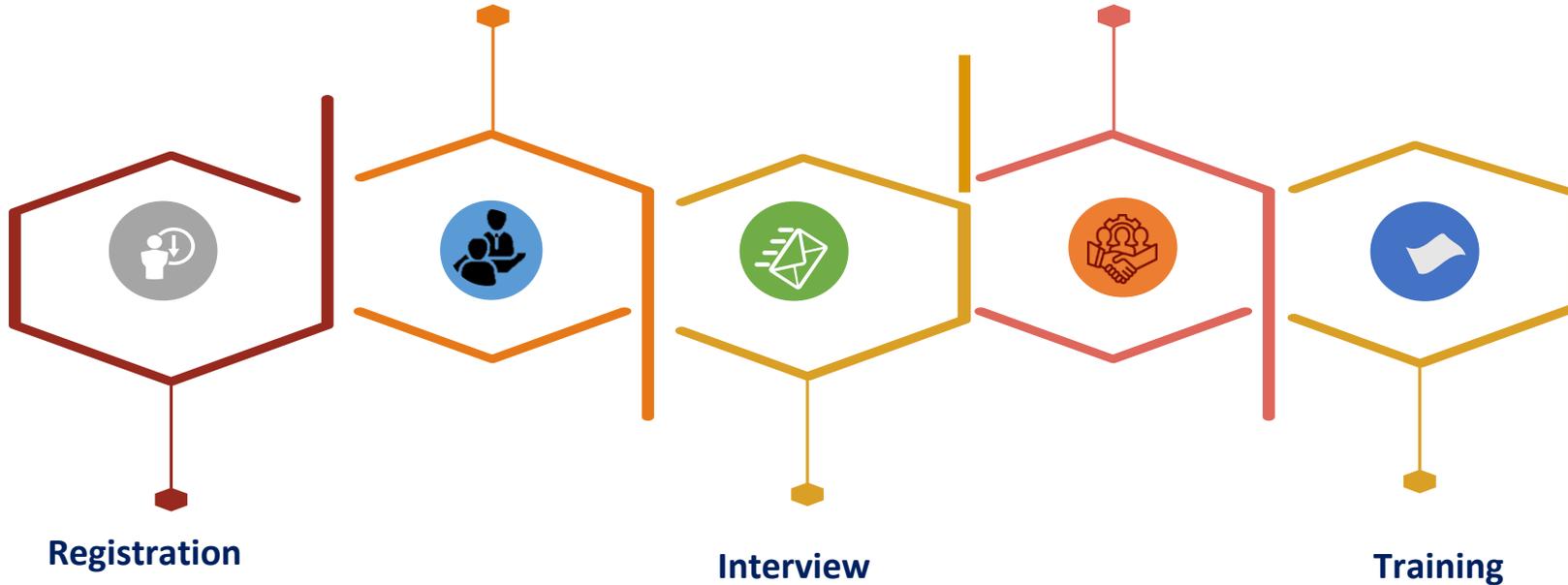
# Recruitment Process

## Online Aptitude Test and Questionnaire

- The Applicants are required to fill in the mandatory questionnaire while filling the application form
- Aptitude Test - Verbal Ability, Logical Reasoning, Quantitative Analysis and General Awareness  
Test Duration: 85 minutes

## Joining

- Offer to be issued to selected applicants



- Register yourself on ICICI Careers

- In-person interview

- 2 months classroom training

# Onboarding

12-Week Growth Snapshot



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# Compensation

Aspire-Trainee

Stipend Details	Amount (in INR)
Stipend during the training period	18,008 (per month)

The below compensation structure will be applicable subject to your completion of the training program

Grade Offered:  
Deputy Manager - 1

Remuneration Details	Amount (in INR)	
	Monthly	Annual
Basic	10,600	1,27,200
HRA	5,300	63,600
Supplementary Allowance *	15,250	1,83,000
Superannuation Allowance **	1,590	19,080
<b>Total</b>	<b>32,740</b>	<b>3,92,880</b>
Retirals (PF, Gratuity) ***	2,683	32,196
<b>Total Fixed</b>	<b>35,423</b>	<b>4,25,076</b>
Performance Linked Retention Pay #	6,250	75,000
<b>Total CTC</b>	<b>41,673</b>	<b>5,00,076</b>

\* Supplementary allowance will include Conveyance / Travel allowance, Telephone reimbursement, LTA, Medical, Canteen and any other allowance. Compensation details shared are for Mumbai Location, appropriate adjustments will be made for HRA and hence supplementary allowance will be less for locations other than Mumbai

\*\* You have an option to join the Superannuation scheme and in such case the 15% of your annual basic salary will be credited to the Superannuation Fund and the superannuation allowance will be withdrawn

\*\*\* You will be eligible for Retirement Benefits of the Bank; namely Provident Fund and Gratuity, in accordance with the statutory requirements and/or, as per Bank policy

# Performance Linked Retention Pay payout would be as per the policy of the Bank. Please note that there is no minimum guaranteed payout





**Thank you!**