

**Kickstart
your
CAREER
in JUST
15 Days**



**Join Certificate Program in Sales &
Relationship Management
(IBSRM)**

Value Proposition



Work with India's **No 2** Private Bank



Start directly as
"Relationship Manager" With ICICI Bank



CTC ₹ 3.12* Lakhs
(Salary & Benefits)



Step up Your Success & Growth in Just
15 Days

ICICI Bank - Leader in Private Sector



ICICI Bank was formed in 1955 at the initiative of the World Bank, the Government of India and representatives of Indian industry.

ICICI Bank is the second-largest private sector bank in India offering a diversified portfolio of financial products and services to retail, SME and corporate customers.

The ICICI group has presence in businesses like life and general insurance, housing finance, primary dealership, etc, through its subsidiaries and associates

ICICI Bank has been named as the Most Sustainable Bank by Business Today, a renowned financial magazine. ICICI Bank won two awards at the 2025 Euromoney Private Banking Awards program. The Bank emerged as winner in two categories namely: Best Private Bank in India and Best for Family Office in India.

THE BANK AT A GLANCE

₹472.27
billion

Profit After Tax*

₹607.13
billion

Profit Before Tax
Excluding Treasury*

₹510.29
billion

Consolidated Profit After Tax*

4.32%

Net Interest Margin*

₹21,182.40
billion

Standalone Total Assets

₹16,103.48
billion

Total Deposits

₹13,417.66
billion

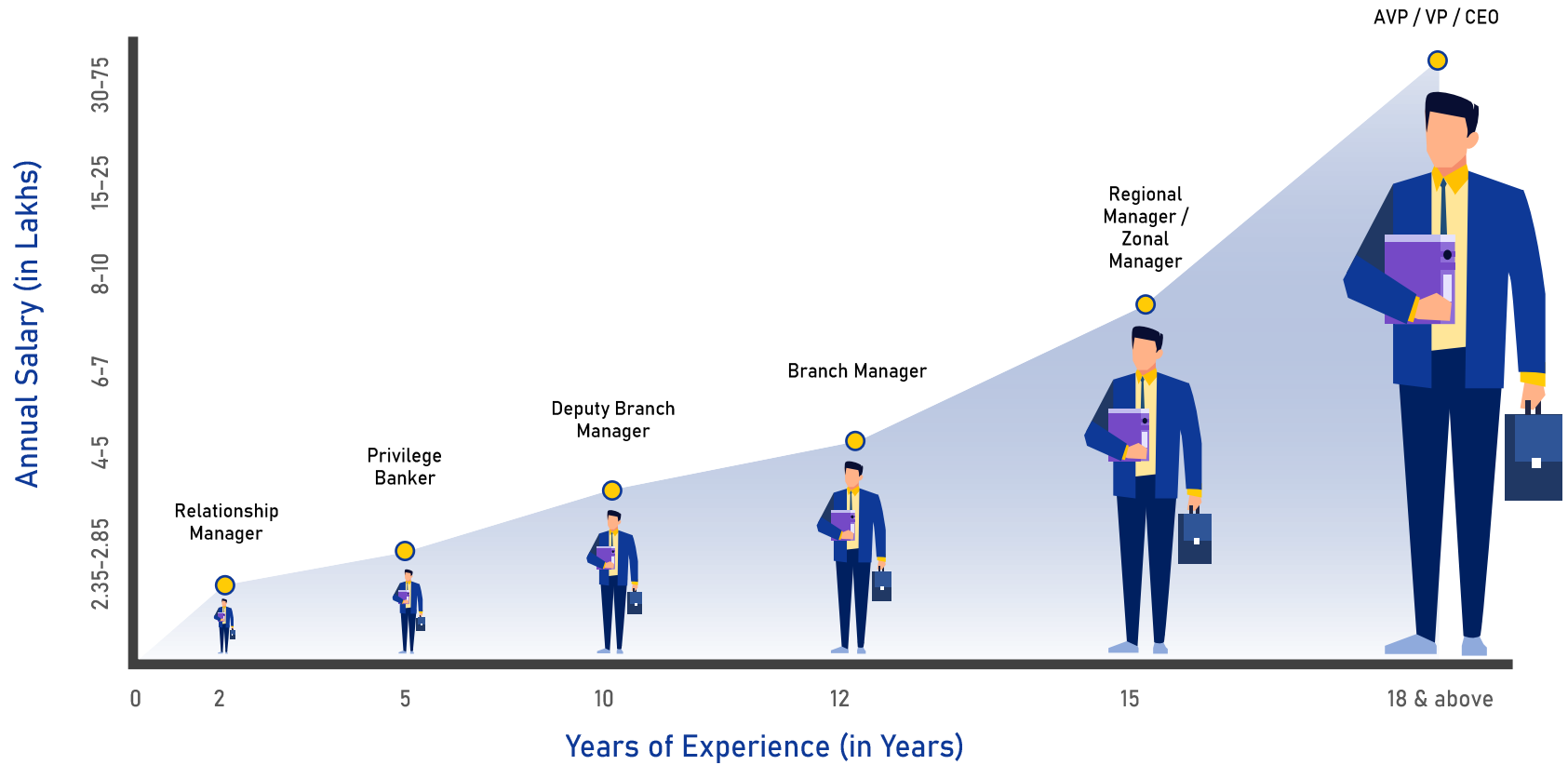
Loans and Advances

16.55%

Capital Adequacy Ratio

Status as on 31st Mar 2025

Career Path



Program Eligibility

**>50% in
Graduation**

**Work Experience of
Max of 1 year
allowed (with
relevant documents)**

**Age --- 25 years
at the time of
joining
internship**

**Education must
be in Regular
Mode**

**No gap
allowed from 10th
Till Graduation**

- No blood relatives/ spouse working with ICICI Group. Blood relatives including parents & siblings.
- Candidates with prior experience with ICICI group for any duration not eligible.
- Candidate should not have any educational history with NIIT IFBI, ICICI Skills Academy or Probationary Officer program.
- Candidate applied for ICICI directly & selected but not joined can reappear after 1year from date of interview with ICICI group.
- ICWA/CA/CS/MBA completed candidates not eligible.
- Candidate completed Graduation/PG from tiered /blacklisted college list not eligible.



Best in Class - Trainers with 20+ Experience



S Narayanan

- Active since 50+ years, transformed 10,000+ lives.
- Banking, Finance, Soft Skills, Sales & Management, Quants Aptitude expert.
- Formerly with Public Sector Bank.



Lakshmi Madhavan

- Active since 32+ years, trained 5,000+ professionals.
- Soft Skills, Customer Service, Behavioural Science, Selling skills expert.
- Extensive experience in Private Banking.

Deepak Garg

- Active since 14+ years with NIIT-IFBI, trained 5,000+ professionals.
- Banking Domain specialist, 11,000+ hours of academic delivery.
- Proficient in ERP and Core Banking systems.



Srinivas Devalla

- Active since 30+ years, trained thousands of students.
- Proven track record in imparting clear, accessible training.
- 15 years of experience as Academic Coordinator.



Relationship Manager

Role : Relationship Manager

Grade : Senior Officer

Reports to : Branch Manager/ Deputy Branch Manager

Salary : Upto 3.12 Lac per annum

Acquiring and Onboarding New Affluent Customer to the Bank through generating own leads and conversion of assigned leads

Servicing existing customers of the Bank

Tap opportunities in the mapped market for Liabilities and Asset products including Kisan Credit Card etc.

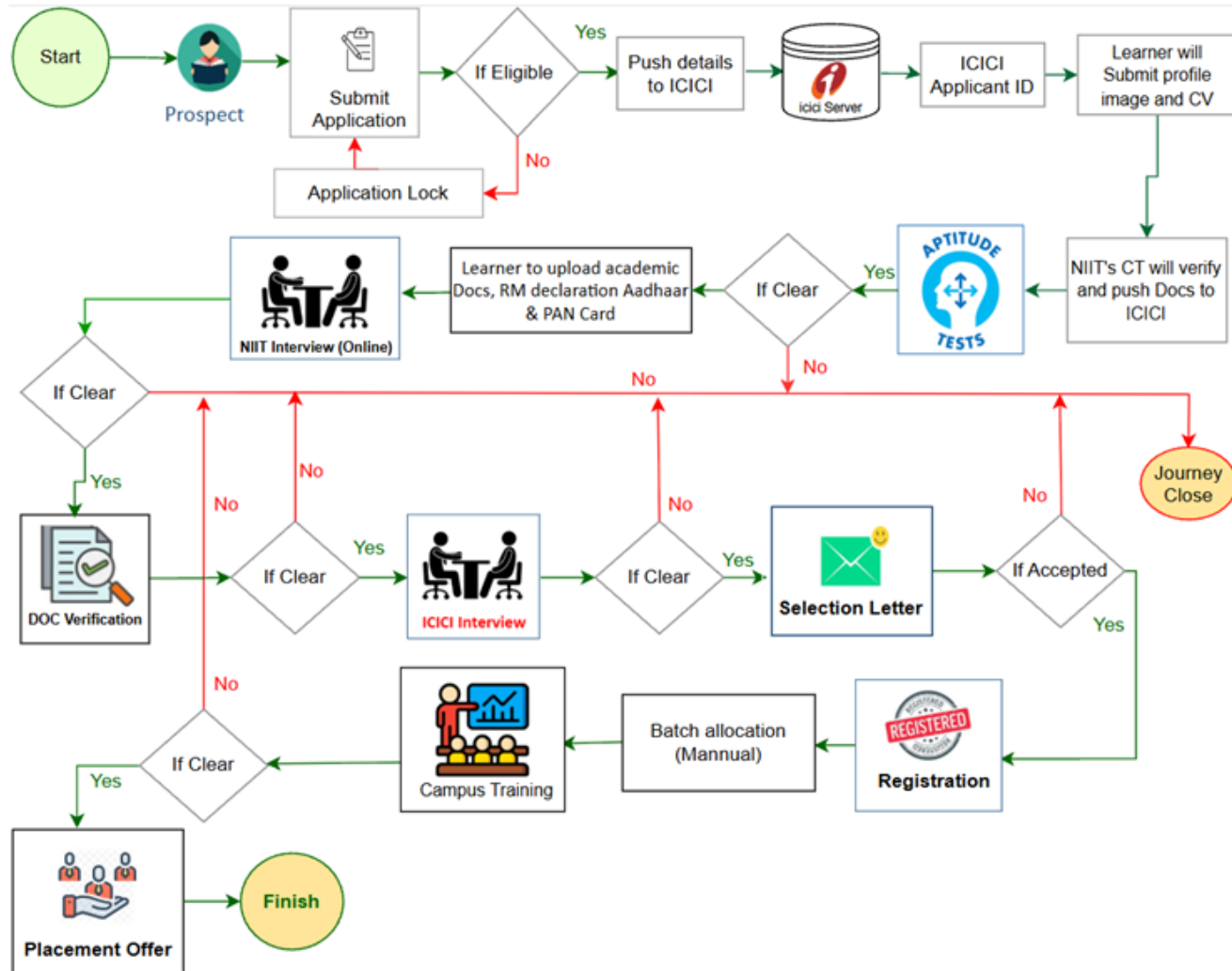
Meeting the existing mapped customers regularly, understand their Banking needs and offer relevant products and services

Gain knowledge of all service and digital channels to ensure excellent customer satisfaction levels with zero errors

Gain understanding of Banking processes and compliance parameters to deliver superior customer experience in each interaction and avoid reputation risk to the Brand



End to End Process



Thank You