

**Job Description & Compensation Structure for Axis Bank Debut Program**

**Job Description:**

NRI Relationship Manager is one of the key positions in the Bank. The role details are as under:

**Role:** NRI Relationship Manager

**Designation:** Assistant Manager

**Location:** Candidate should be willing to serve at any of the branches of the bank across the country.

**Major Responsibilities:**

1. NRI RM is primarily responsible for providing financial solutions to meet the requirements of the NRI customers and ensure value added customer service.
2. Responsible for increasing liabilities size of relationship via balances in accounts of existing NRI customers and enhancing customer profitability by capturing larger share of Wallet.
3. Review the inflows and outflows in the mapped NRI accounts and also proactively track NRI visits to India.
4. To be in close contact with the existing customers through mailers and phone calls and share insights on the fluctuations in interest rates, exchange rates and various product offerings.
5. Generate new sales leads for NRI customers through referrals from existing clients, NRI brokers, stock brokers, expats of shipping companies, overseas branches.
6. Increase customer engagement through cross - selling investment Products like Life Insurance, General Insurance, Gold Coins, etc. and other non-investment products like Forex, Remittances, Loans and many more.

**Compensation Structure:**

COMPENSATION	Mumbai	NCR (Including New Delhi) & Bangalore	Kolkata, Hyderabad , Pune & Chennai	Kochi, Surat, Vadodara, Vishakhapatnam , Other State Capitals & Union Territories	Other Urban Centres	Semi- Urban Centres
	P.A. (₹)	P.A. (₹)	P.A. (₹)	P.A. (₹)	P.A. (₹)	P.A. (₹)
Basic	102,000.00	102,000.00	102,000.00	102,000.00	102,000.00	102,000.00
<b>Allowances:</b>						
Fixed Allowance	41,400.00	41,400.00	41,400.00	41,400.00	41,400.00	41,400.00
Conveyance	19,200.00	19,200.00	19,200.00	19,200.00	19,200.00	19,200.00
Medical	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00
House Rent Allowance	86,700.00	76,500.00	66,300.00	56,100.00	56,100.00	51,000.00
Leave Travel Concession	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00
Superannuation Allowance	10,200.00	10,200.00	10,200.00	10,200.00	10,200.00	10,200.00
<b>SUB TOTAL - I (Fixed Cash)</b>	<b>289,500.00</b>	<b>279,300.00</b>	<b>269,100.00</b>	<b>258,900.00</b>	<b>258,900.00</b>	<b>253,800.00</b>
<b>Retirals:</b>						
Bank's PF Contribution	12,240.00	12,240.00	12,240.00	12,240.00	12,240.00	12,240.00
Gratuity *	4,908.00	4,908.00	4,908.00	4,908.00	4,908.00	4,908.00
Group Term Life Insurance	460.00	460.00	460.00	460.00	460.00	460.00
Group Medclaim	3,133.00	3,133.00	3,133.00	3,133.00	3,133.00	3,133.00
Loan Benefits	69,084.00	69,084.00	69,084.00	69,084.00	69,084.00	69,084.00
<b>TOTAL PAY (Fixed Cash + Retirals)</b>	<b>379,325.00</b>	<b>369,125.00</b>	<b>358,925.00</b>	<b>348,725.00</b>	<b>348,725.00</b>	<b>343,625.00</b>

### Loan Eligibilities

Type of Loan & Purpose of Loan	Eligibility	Loan Amount (in `)	Rate of Interest	Max. Tenure	Remarks
<b>Housing Loan</b>	Upon Confirmation	2,000,000.00	6% (Compound Int.)	240 EMI which includes Principal & Interest.	For takeover loans, the repayment will be 240 months or the balance service period (in months) left, whichever is less.
<b>Vehicle Loan</b>	Upon Confirmation	200,000.00	8% (Simple Int.)	84 instalments towards Principal & 36 towards Interest.	For takeover loans, the repayment will be the residual period of the original sanction term, or 120 months, whichever is less, with Principal and Interest instalments in the ratio of 7:3.

**Note: The monetary value of the above Loan benefits approximates to Rs.69084. Loan benefits cannot be encashed if not availed.**

### Insurance Details

Type of Insurance	Insurance Cover (in `)	Remarks
<b>Group Mediclaim Insurance Policy</b>	150,000.00	Coverage provided upon confirmation / completion of 6 months of service with the Bank, whichever is earlier. The said coverage is valid only during 1st year of service with the Bank. Employee plus 3 dependents are covered under the floater policy. Additionally, employee has an option to add two more dependents at an additional premium of Rs. 783/- per dependent. The Bank provides cover for Parents upto 50 % of the base sum insured, while 50 % will be borne by employee for any claim lodged for Parents. In addition, the Bank offers a Top Up Policy ranging from coverage of Rs. 3 Lac to Rs 20 Lacs, which an employee can opt for an pay the premium accordingly.
<b>Group Term Life Insurance Policy</b>	3,500,000.00	Only employee is covered (You will be required to contribute an annual premium as prescribed by Insurance Co. from time to time)

**The Insurance coverage under all the above policies will be available subject to completion of all formalities in connection with your appointment and fulfillment of requirements of the Insurance Company. For coverage under the Group Mediclaim Insurance Policy, it is also required that you are a confirmed employee of the Bank or have completed 6 months of service, whichever is earlier.**

**Note: The mediclaim Policy is renewed every year in October and shall be applicable as per prevalent policy.**

### Other Benefits

<b>Performance Bonus / Annual Incentive Plan (as may be applicable)</b>	Performance linked bonus pay / Annual Incentive Plan (as may be applicable), will be paid as per the Company's policy, subject to your being a confirmed employee.
---	--

\* Gratuity will be paid as per the Payment of Gratuity Act.