

**Sarvajanik Education Society
S. R. Luthra Institute of Management**

**Report on Final Campus Placement of Kotak Securities Ltd. at S. R.
Luthra Institute of Management, Surat**

**Kotak Securities Ltd. offered MEP of INR 3.90 Lacs p.a. to final year students of S. R.
Luthra Institute of Management (SRLIM), Surat on 26th February, 2017**



Kotak Securities Ltd. is a subsidiary of Kotak Mahindra Bank, established in 1994, which serves 10.58 lac customers pan India. The firm handles portfolio of INR 287 crore as on 31st March, 2015 having over 5 lac trades per day. The firm has a wide network of more than 1128 branches, franchisees representative offices, and satellite offices across 352 cities across India and with offices at New York, London, Dubai, Mauritius and Singapore.

Kotak Securities Ltd. visited the SRLIM, Surat on 6th February, 2017. Mr. Saumil Shah (Associate Vice President & Cluster Head, Kotak Securities Ltd.), Mr. Tejas Mehta (Senior Manager), Mr. Pratik Soni (Asst. Manager) and Mr. Kevin Panwal (Asst. Manager) conducted the campus placements.

The offered designation was Relationship Manager for the location of Surat, Navsari, Vapi and Ankleshwar. Candidates were expected to sell financial products, to maintain relationship with existing customers, to arrange sales fair and business meetings, to report to higher authorities and advertise the customers for investments.

There were several questions from students about their growth prospectus, hierarchical move; incentive structure etc. and all these queries were satisfactorily answered by them in Pre-Placement Talk. 95 Students participated for Pre-placement talk.

There were two stages of Selection process.

1. Group Discussion:

The major objective of conducting Group Discussion was to measure communication skills of the candidates. Besides, company wanted to assess leadership skill, go getting approach and aggressiveness through Group Discussion. Mr. Saumil Shah (Associate Vice President & Cluster Head, Kotak Securities Ltd.), Mr. Tejas Mehta (Senior Manager), Mr. Pratik Soni (Asst. Manager) and Mr. Kevin Panwal (Asst. Manager) conducted Group Discussion Round.

Out of 90 candidates appearing for Pre-Placement Talk, 66 candidates appeared for Group Discussion.

2. Personal Interview round:

19 candidates cleared Group Discussion and were shortlisted for Personal Round of Interview. All candidates were questioned in detail about their education, internship, family background, achievements, Strength and weaknesses and their view for Job, Career and Life.

4 candidates were finally offered with MEP of INR 3.90 lacs p.a. from SRLIM, Surat.

It was the great opportunity for candidates who selected in the firm which is the nation's largest stock broker company, which build up their career and develop their growth also.