



# State Bank of India

CENTRAL RECRUITMENT & PROMOTION DEPARTMENT,  
CORPORATE CENTRE, MUMBAI

(Phone : 022-2282 0427; Fax : 022-2282 0411; E-mail : crpd@sbi.co.in)

## RECRUITMENT OF DEFENCE BANKING ADVISOR AND CIRCLE DEFENCE BANKING ADVISOR ADVERTISEMENT NO. CRPD/CON/DBA-CDBA/2015-16/09

**LAST DATE FOR RECEIPT OF APPLICATION PRINT OUT WITH SCANNED COPY OF  
TESTIMONIALS THROUGH POST: 20.02.2016**

State Bank of India is looking for appointment of Defence Banking Advisors (DBA) and Circle Defence Banking Advisors (CDBA) on contract basis. The details relating to the posts, eligibility criteria and other terms and conditions are as under:

### 1. Vacancies:

SL No	Name of the post	Post code	Vacancies					Eligibility criteria as on 01-02-2016	
			SC	ST	OBC	GEN	TOTAL	Max Age	Retired in the rank of
1	Defence Banking Advisor (Navy)	DBA	-	-	-	1	1	62 years	Rear Admiral or above
2	Circle Defence Banking Advisor (Army)	CDBA	-	-	-	1	1	60 years	Major General or Brigadier

- Number of vacancies mentioned above are provisional and may vary as per the actual requirement of the Bank.

### 2. Role Expectations and Job Profile

**Post Code DBA:** Defence Banking Advisors will be responsible for marketing and development of Defence Banking Business of the Bank. They shall liaise with Army/ other Defence forces/ paramilitary Headquarters. Responsibility includes increasing the spread of Bank's Defence Salary package. They shall co-ordinate with CDBAs for marketing Defence Banking Business. They will be acting as one point contact for defence services for complaint redressal. (Detailed in Annexure – A)

**Post Code CDBA:** Circle Defence Banking advisors shall liaise with local units of Defence forces/ paramilitary forces for expanding the relationship between Army/other forces and SBI and for spreading Defence Salary Package. Acting as one-point contact for the Defence/ Paramilitary establishments in their area of complaints redressal. (Detailed in Annexure – B)

### 3. Terms of Engagement:

#### a) Period Of Contract:

Selected candidates will be engaged for a period of 2 years initially. On completion of the contract period, DBAs aged 64 years or less & CDBAs aged 62 years or less with satisfactory health condition can be considered for re-engagement for a maximum period of two more years at Bank's discretion.

#### b) Compensation Package:

**Defence Banking Advisor:** CTC Rs. 32 lacs per annum. Basic pay will be Rs. 1,00,000 p.m. and remaining portion of CTC will be paid as HRA, conveyance allowance and others. The CTC payable per annum is subject to deduction of monthly pension drawn (prior to commutation).

**Circle Defence Banking Advisor:** CTC Rs. 21 lacs per annum. Basic pay will be Rs. 80,000 p.m. and remaining portion of CTC will be paid as HRA, conveyance allowance and others. The CTC payable per annum subject to deduction of monthly pension drawn (prior to commutation).

DBA/CDBA will be eligible for reimbursement of mobile phone call charges, subject to ceiling. They will also be eligible for TA, HA, lodging & boarding expenses during official duties.

#### c) Proposed Place of Posting

Post Code DBA: Defence Banking Advisor (Navy) - Delhi  
Post Code CDBA: Circle Defence Banking Advisors (Army) - Chandigarh,

- Bank may decide to add or delete the place of posting and the place of posting may change as per Banks need.

**4. Selection Procedure:**

Valid applications will be short listed by the committee of specialists/experts and the shortlisted candidates will be called for interview. Final selection will be on the basis of performance in interview.

**5. APPLICATION FEE (Non Refundable):**

**Rs. 600/- (Rupees Six hundred only) –** Through Demand Draft / Banker's cheque favouring "CRPD, State Bank of India" payable at Mumbai. Application Fee once paid will NOT be refunded on any account nor can it be held in reserve for any other examination or selection.

**6. How to Apply:**

- The application format is available on Bank's website [www.statebankofindia.com](http://www.statebankofindia.com) or [www.sbi.co.in](http://www.sbi.co.in) under 'Careers with us' link.
- Candidates should download the application format and complete it in all respects.
- The completed application with photograph & signature of the applicant should be sent by ordinary post to the address mentioned in the application along with the following papers.
  - Proof of age (Copy of 10<sup>th</sup> standard/ 12<sup>th</sup> standard certificate or Discharge certificate showing the Date of Birth).
  - Copy of Discharge certificate.
  - One page write-up as separate annexure, describing career and performance achievements in service and details of gallantry awards/medals if any with supporting documents.
  - Candidates serving in Government/ Quasi-Government offices, Public Sector undertaking including Nationalised Banks and Financial Institutions will be required to submit "No Objection Certificate" from the employer at the time of interview.

**7. General Instructions:**

1. While applying for the post, the applicant should ensure that he/she fulfils the eligibility and other norms mentioned above as on the specified date and that the particulars furnished by him/her are correct in all respects.
2. In case it is detected at any stage of recruitment that a candidate does not fulfil the eligibility norms and/ or that he/she has furnished any incorrect/false information or has suppressed any material fact (s) his/her candidature will stand cancelled. If any of these shortcoming(s) is/are detected even after appointment, his/her services are liable to be terminated.
3. Candidates should have valid mail id which should be kept active during the currency of this recruitment exercise to receive call letters and other communications, if any.
4. The candidates should be medically fit to move freely and undertake tours independently and should not be suffering from any major ailment(s) which may adversely impact his performance in the Bank. Appointment of the selected candidate is subject to his/her being declared medically fit by medical officer (s) appointed/approved by the Bank.
5. The Bank takes no responsibility for any delay in receipt or loss of any communication in postal transit.
6. The applicant should ensure that the application is strictly in accordance with the prescribed format and is properly and completely filled.
7. Any legal proceedings in respect of any matter of claim or dispute arising out of this advertisement and/ or an application in response thereto can be instituted only in Mumbai and courts/tribunals/forums at Mumbai only shall have sole & exclusive jurisdiction to try any case/dispute.

**COMPLETED APPLICATION WITH ENCLOSURES SHOULD REACH US LATEST BY 20<sup>TH</sup> FEBRUARY 2016.**

Mumbai - 400 021  
Date: 30.01.2016

General Manager  
Central Recruitment & Promotion Department

**CANVASSING IN ANY FORM WILL BE A DISQUALIFICATION.**

**DEFENCE BANKING ADVISOR**Roles & Responsibilities

1. To liaise with Army Headquarters/Other Defence Force HQ/Paramilitary forces for expanding the relationship between Army/other forces and SBI at the institutional level and also increasing the spread of Bank's Defence Salary Package (DSP) with their personnel including officers.
  2. Arranging for meeting with Army HQ/Command HQ/other defence Forces HQ etc. When senior functionaries of SBI have to call on them.
  3. Acting as one point of contact for the AHQ/NHQ/Air HQ etc. for complaint redressal.
  4. Assisting SBI in identifying locations for branch expansion and also for setting up ATMs.
  5. Generating and following up of business leads and also furnishing the Bank with the contact particulars of various units/regiments for communicating with them locally by our Circles/networks/RBOs whenever required.
  6. Assisting SBI in placing advertisements in the Army's in-house magazine as and when they are published.
  7. Coordinating with circle DBA for marketing DSP/other institutional business and handling complaints.
  8. Any other task assigned by his reporting authority.
  9. DBA will report to the General Manager (Govt. Business unit) If the position of GM (GBU) is vacant or not posted CGM (Personal Banking)/GM ( Personal Banking), Corporate Centre ,Mumbai will decide to whom DBA will report.
  10. The advisor should not represent the Bank directly in any negotiations nor exercise any administrative, financial or disciplinary powers.
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**CIRCLE DEFENCE BANKING ADVISOR**Roles & Responsibilities

1. Liaising with local Divisions /Regimental Centres /Regiments /Brigade Head Quarters/ Medical Units etc. as well as local units of other Defence Forces/ Paramilitary Forces for expanding the relationship between Army/other Forces and SBI at the Institutional level and also increasing the spread of our DSP with their personnel including officers. In addition,
  - A. Dealing with any localised issues.
  - B. Conducting mass account opening/loan campaigns in large Cantonments, participating in their monthly "darbars" etc. and
  - C. Ensuring that the accounts of all new recruits in regimental centers are tapped and also the pension accounts and terminal.
2. Arranging for meeting with commanding officers of the above formations when senior functionaries of SBI have to call on them.
3. Acting as one point of contact for the Army/Navy/Air Force/paramilitary establishments for complaint redressal.
4. Assisting SBI in identifying locations for branch expansion and also for setting up ATMs.
5. Generating and following up of business leads and also furnishing the Bank with the contact particulars of various units/regiments for communicating with them locally by our Circles/networks/RBOs whenever required.
6. Assisting SBI in placing advertisements in the Army's in-house magazine as and when they are published.
7. Coordinating with DBA at corporate level for marketing DSP/other institutional business and handling complaints.
8. Any other task assigned by his reporting authority.
9. CDBA will report to the General Manager (Network), but for day to day working he will work under DGM/AGM (PBBU) of the network. The issues /clarifications/changes relating to the reporting authority of CDBA will be decided by the CGM (Personal banking)/GM (Personal Banking), corporate Centre, Mumbai.
10. The advisor should not represent the Bank directly in any negotiations nor exercise any administrative, financial or disciplinary powers.