

Sales Trainee

Qualifying Degree	<p>2-year full-time MBA / PG Diplomas in Management from current Batch from a AICTE recognized institution with specialization in Marketing.</p> <p>Under graduation should be from Non Engineering.</p>
Eligibility Criteria	<ul style="list-style-type: none"> • Should have a minimum of 60% marks in all completed semesters (or equivalent in CGPA system) in the qualifying degree (Selection will be subject to maintaining 60% in the final semester). • Should have passed SSC, HSC and Undergraduate degree with First class (60% aggregate score). • Should have passed all subjects in the first attempt (without any arrears) in all Public/ Board/ Semester exams from X standard onwards.
Job Description	<p>Job title: Sales Trainee (Field Marketing)</p> <p>Reports to: Marketing Manager</p> <p>Location: Field Based – Trainees will be posted in any of our Marketing location in Orissa.</p> <p>The Sales Field Marketing Trainee will be assisting in designing and executing strategic field Marketing initiatives and building brand awareness. Key Responsibilities of this profile is listed below:</p> <ul style="list-style-type: none"> • Carry out Industry analysis & demand forecasting for budgeting • Monitor and control the clearance of credit norms/values judiciously based on circumstances and credit policies • Conduct Dealer meetings at various areas in co-ordination with AMMs/ DMMs • Assess the potential of the dealers for improving counter share • Identify and develop unrepresented markets • Ensure branding activities are planned and co-ordinate with all concerned relating to branding and promotional activities • Identify unaddressed grievances from dealers and redress them • Report any feedback/ complaints received with respect to product, packaging or other services • Plan/monitor of sales promotional programmes and co-ordination with technical service team for improving brand image and customer acceptance. • Develop the market profile of the concerned territory

	<ul style="list-style-type: none"> Timely submission of reports, verifying and compiling for upward reporting. 												
Selection Process	<ol style="list-style-type: none"> Online Test (Objective type): <ul style="list-style-type: none"> Technical Aptitude Group discussion (if required) Preliminary Interview Final interview (Face to face / Online) <p>Note: Online Exam and Preliminary Interview will happen on the day of drive. Shortlisted candidates will be called for final round to our premises.</p>												
Terms of Offer	The selected candidates will be placed as Sales Trainee in any of our Marketing locations and will undergo 1 year of on-the-job training (OJT) and they will be confirmed in the Grade as Sales Officer on successful completion of their training period of 1 year.												
CTC	<table border="1"> <thead> <tr> <th colspan="2">During training</th> <th colspan="2">On Confirmation</th> </tr> <tr> <th>Designation</th> <th>CTC</th> <th>Designation</th> <th>CTC</th> </tr> </thead> <tbody> <tr> <td>Sales Trainee</td> <td>4.82 LPA</td> <td>Sales Officer</td> <td>6.75 LPA</td> </tr> </tbody> </table> <p>Note:</p> <ul style="list-style-type: none"> The above CTC including HRA and Field allowance. Accommodation on employee scope. Field allowance is paid based on field visit. TA & DA is not included in CTC - will be paid as per Company policy. 	During training		On Confirmation		Designation	CTC	Designation	CTC	Sales Trainee	4.82 LPA	Sales Officer	6.75 LPA
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