

Sales Trainee



Qualifying Degree	2-year full-time MBA / PG Diploma in Management from current Batch from a AICTE recognized institution with specialization in Marketing. Under graduation should be from Non Engineering.
Eligibility Criteria	• Should have a aggregate of 60% in all completed semesters (or equivalent in CGPA system), final selection is subject to maintaining 60% aggregate (or equivalent in CGPA system) post course completion. • 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	Job title: Sales Trainee (Field Marketing) Reports to: Marketing Manager Location: Field Based – Trainees will be posted in any of our Marketing locations. 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: • 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 • Timely submission of reports, verifying and compiling for upward reporting.
Selection Process	• Online Test (Objective type): • Technical • Aptitude • Group discussion (if required)

	• Preliminary Interview • Final interview (Face to face / Online) Note: Online Exam and Preliminary Interview will happen on the day of drive. Shortlisted candidates will be called for final round to our premises.
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

During training		On Confirmation	
Designation	CTC	Designation	CTC
Sales Trainee	5.44 LPA	Sales Officer	7.38 LPA

Note:

- 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.

Check out our company websites to get a better understanding of our work, culture, and opportunities:

Explore. Engage. Experince Ramco	
Cement	https://ramcocements.in/
CCD	https://www.hardworker.com/
Ambition Box	https://www.ambitionbox.com/
Naukri	https://www.naukri.com/



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