

Highest Ever 88 Placement Interviews in Placement Year-2022 @ NAU

2nd Campus Placement Drive of Placement Year-2023

Excellent Opportunity for M. Sc. (Agri. / Horti.) & MBA (ABM) Students to work in a World Renowned Organization
Placement e-Leaflet No.: 2/2023

Date: 21/11/2022



After facilitating 585+ Placement Interviews generating Job Offers for 1650+ Students of NAU in Powerful Placement Programmes during the Golden Decade - 10 Years 2013-22, we at the *University Placement & Counseling Cell* of our esteemed Navsari Agricultural University; are pleased to announce the **2nd Campus Placement / Recruitment Drive of Placement Year-2023 for M. Sc. (Agri. / Horti.) and MBA (ABM) Students of NAU** to be held **in November-December, 2022**. The details are as follows:

Section-I: Let's Know the Recruiting Organization – Rallis (TATA) India Ltd.

Kindly visit <https://www.rallis.co.in> for thorough understanding of your Prospective Employer...

- ☞ Rallis India Ltd. (A TATA Enterprise) is one of the most reputed organizations of the most coveted TATA Group.
- ☞ Their Mission is **Serving Farmers through Science**. Their Vision is *"to be amongst top 3 leading enterprises by 2026 in the chosen areas within farm inputs and chemistry led businesses."*
- ☞ **Their CORE VALUES include the following:**
 - ✓ Safety
 - ✓ Passion
 - ✓ Integrity
 - ✓ Customer Centricity
 - ✓ Excellence

Section-II: Let's Understand the Nature of Vacancies

Looking for **genuinely interested and eligible**, competent, energetic, talented, self driven Professionals (**MALE/FEMALE**); to work as **Sales Trainee / Market Trainee**; and who want be a part of one of the most interesting phases of individual career with job satisfaction and life satisfaction.

Superbly talented, committed and qualified candidate to grab this GOLDEN OPPORTUNITY work with a World Renowned Organization's dynamic team which is continuously expanding, excelling and recording noteworthy growth.

(A) Designation, No. of Vacancies and Place of Posting/Job:

- ✓ *Sales Trainee / Market Trainee* – 80 Vacancies in **Gujarat, Rajasthan, Punjab, Haryana and M. P.**

(B) Job Profile:

- ✓ *To study the competitors & market potential on different crops for different product lines*
- ✓ *Identifying key market centers & planning the strategy for scaling up the sale plans*
- ✓ *Sales: Census, analysis & Validation*
- ✓ *Handle Marketing campaigns*
- ✓ *Making route plans for entry level sales force to improve reach & penetration*
- ✓ *To prepare report to understand market, competition, potential and preparing short term & long term plans to improve market share and creating RKK database for potential Villages*
- ✓ *Working under supervision & as per guidelines provided by Regional Sales Team*

(C) Working Conditions:

- ✓ *Standard – Office set-up.*
- ✓ *The role may require extensive travelling.*

(D) Pay Package Offer: Commensurate with the competencies of the candidate and place of posting....Best in the Industry

 **4 Lacs**  **+ Excellent Exposure + Learning + Career Growth...**

Section-III: Let's Understand the Nature of Expected Ideal Candidate

Expected Essentials from the Ideal Candidate

(E) Educational Qualification: M. Sc. (Agri. / Horti.) or MBA (ABM)

(F) Competency Requirements: *Energetic, Talented, Self Driven, Confident, MALE/FEMALE Candidates with the following traits/attributes:*

- ✓ *Exceptional Communication Skills and Interpersonal Skills...*
- ✓ *IT Application Skills...*
- ✓ *Presentation Skills and Negotiation Skills...*
- ✓ *Good Knowledge of Agriculture Domain, Crop Patterns and Agro Chemical Products...*
- ✓ *Inclination towards Individual Customer Contact Programs...*
- ✓ *Willing to go extra mile, willing to travel to create connections...*
- ✓ *Achievement Oriented...*
- ✓ *Capable to take ownership & have decision making ability...*
- ✓ *A team player with demonstrated skills and result oriented attitude...*
- ✓ *Energetic, self-motivated, proactive in approach and passionate about the work...*
- ✓ *Ability to work independently without supervision also...*
- ✓ *Should have long term career aspiration...*
- ✓ *Excellent customer service orientation...*

Section-IV: Selection Modalities

- ✓ *Registration and Timely Submission of Duly Filled Excel Sheet Database and Latest Resume in Soft Copy in .doc / pdf format **WITHOUT PHOTO** to Institute Level Placement Officer latest by November 22, 2022 - TUESDAY - 3:00 pm*
- ✓ *Short Listing by the Company Authority*
- ✓ *Further Selection Process in November-December, 2022 (Exact Selection Modalities, Date, Timing & Venue will be conveyed very soon)*

Section-V: Last Year's Selection Scenario of NAU Students in Rallis (TATA) India Ltd.

Selection Process: Resume Short listing, ONLINE Aptitude Test *held @ NAU, Navsari on December 14, 2021 from 2:00 pm to 3:30 pm;* Corporate Presentation, ONLINE Group Discussion, Intensive ONLINE Technical Interview *on December 15 & 16, 2021 from 9:00 am to 6:00 pm;* followed by Intensive ONLINE HR Interview *held on GOOGLE MEET on DECEMBER 17, 2021 from 12:00 pm to 5:00 pm;* for **50+ Vacancies in various States of INDIA** with **Pay Package of 4 Lacs...**

Eligible Inst. (06)	Registered (136 out of 563) <i>(24.16%)</i>	Cleared ONLINE Aptitude Test (38) (40.00%)	Cleared ONLINE Group Discussion (14) (36.84%)	Cleared ONLINE Technical Interview (05) (35.71%)	Fabulous 5 Dixit A. Gangani Sachin P. Dodiya Aelish J. Lathiya Jay J. Patel Vinod Kumar
NMCA, Navsari	29 PG out of 104 (27.88%) 38 UG out of 133 (28.57%)	17 PG out of 28 (60.71%) 9 UG out of 38 (23.68%)	8 PG out of 17 (47.06%) 3 UG out of 9 (33.33%)	2 PG out of 8 (25.00%) 1 UG out of 3 (33.33%)	Appeared in ONLINE HR Interview on 17/12/2021 from 12:00 pm to 5:00 pm...
ACoH, Navsari <i>No Participation</i>	00 PG out of 34 (00%) 00 UG out of 68 (00%)	00 PG out of 34 (00%) 00 UG out of 68 (00%)	00 PG out of 34 (00%) 00 UG out of 68 (00%)	00 PG out of 34 (00%) 00 UG out of 68 (00%)	
AABMI, Navsari	35 PG out of 36 (97.22%)	1 PG out of 15 (6.67%)	1 PG out of 1 (100%)	1 PG out of 1 (100%)	
CoA, Bharuch <i>No Participation</i>	00 PG out of 28 (00%) 00 UG out of 71 (00%)	00 PG out of 28 (00%) 00 UG out of 71 (00%)	00 PG out of 28 (00%) 00 UG out of 71 (00%)	00 PG out of 28 (00%) 00 UG out of 71 (00%)	
CoA, Waghai	14 UG out of 63 (22.22%)	11 UG out of 14 (78.57%)	2 UG out of 11 (18.18%)	1 UG out of 2 (50.00%)	
CAET, Dediapada	10 UG out of 26 (38.46%)	00 UG out of 10 (00%)	00 UG out of 10 (00%)	00 UG out of 10 (00%)	

All The Best to Beat The Best to all the Career Aspirants!!! You CAN, You WILL!!!

Dr. Mehul G. Thakkar (MGT)

*Associate Professor in HRM & TPO @ AABMI
University Placement & Counselling Head @ NAU
E-mail: mehulgthakkar@nau.in, getmgt@gmail.com
Contact No.: 02637-282960 (O), 9427163205 (M)*

Dr. R. M. Naik

*Director of Students' Welfare &
Chairman of University Placement & Counselling Cell @ NAU
E-mail: dswnavsari@nau.in, dswnavsari@gmail.com
Contact No.: 02637-292112 (O), 9979888962 (M)*

RIGHT People at the RIGHT Places at the RIGHT Time to do the RIGHT Things & Delivering the RIGHT (BEST) Performance!!!

Placement Programme 2023: Aiming Higher... Striving Hard... We Can, We Will...



Together WE CAN, WE WILL...

