



Placement e-Leaflet No.: 77/2022

Date: 07/07/2022



After facilitating
555+ Placement Interviews generating Job Offers for 1550+ Students of NAU
in Powerful Placement Programmes during the Last 9 Navratna Years 2013-2021,

we at the *University Placement & Counseling Cell* of our esteemed Navsari Agricultural University; are pleased to announce the **59th Campus Recruitment Drive of Placement Year-2022 for 10 Vacancies in Maahi Milk Producer Company Ltd.** to be held **during July, 2022**. The details are as follows:

Section-I: Let's Know the Recruiting Organization

Maahi Milk Producer Company Ltd.

Kindly visit <https://www.maahimilk.com/> for thorough understanding of your Prospective Employer...

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

Looking for **genuinely interested and eligible**, competent, energetic, talented, self driven Professionals (**MALE**); who want to have a long term career opportunity and aspire to excel and achieve success in business development, sales, and customer service profession. He should be excited to a part of one of the most interesting phases of individual career with job satisfaction and life satisfaction; and work with a dynamic team which is continuously expanding, excelling and recording noteworthy growth.

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

✓ *Business Development Executive* – 10 vacancies in GUJARAT

(B) Pay Package Offer: Commensurate with the competencies of the candidate....



2.4 to 3 Lacs + Family Medclaim + Personal Accidental Insurance + Paid Leaves + Deferred Benefits + Excellent Exposure + Learning + Career Growth...

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

Expected Essentials from the Ideal Candidate

(C) Educational Qualification: UG or PG in Any discipline of Agriculture and Allied Sciences including ABM

(D) Job Role Summary: *This position will be responsible to lead and achieve sales targets of the allotted region/territory which includes product volume generation, revenue generation, business expansion by providing best in class service to existing retailers, distributors as well as opening new outlets, distributor, parlors etc. The product includes Milk and fresh products or Ghee, (Cow Ghee & Buffalo Ghee), Flavor Milk, Sweets (Seasonal Products), etc.*

This profile carries great level of sales acumen which involve highest level of determination and commitment for serving the associated retailers, distributors and other internal and external stakeholders for providing state of the art services

Responsibility Matrix		
A	Retailer Development & Market Visit	70%
B	Distribution Lead Generation	10%
C	Order & Payment Follow-up and Other Sale operations	20%

(E) Job Responsibilities:

1. *Responsible to achieve sales target of the company's products in the assigned region/territory outlet expansion and potential distributors lead generation in the region.*
2. *To obtain information about market competitors, business trends, regulations, or industry developments.*
3. *Implementation of promotion schemes as per given directions.*

4. *Handling customer complaints and their Redressal which also includes effectively answer customers' questions about services, prices, availability, or credit terms.*
5. *Support & distribute promotional materials to retailers, distributors as well as in fair/exhibition/RSV activity/home delivery.*
6. *In case of urgency may have to assist in the delivery of the company's products to the retailer.*
7. *Documentation for Create forms or agreements to complete commercial understandings.*
8. *Daily/Weekly/Monthly task includes Shop to Shop visit, daily route planning, maintaining daily sales report, SKU wise report as well as its reporting to the line manager.*
9. *Any other work assigned from time to time by the company.*

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

- ✓ *Good Communication Skills (Written and Verbal) in English, Hindi as well as GUJARATI...*
- ✓ *Basic Knowledge about Agriculture, Dairy Industry, etc...*
- ✓ *Willing to go extra mile, willing to push beyond the ceiling, initiate new ideas, and take challenges head-on...Achievement Oriented...*
- ✓ *Capable to take ownership & have decision making ability...*
- ✓ *SMART Outgoing personality with good people skills...*
- ✓ *The candidate must to be familiar with rural/urban economy, hard-working and willing to travel...*
- ✓ **Familiarity with Technology:** *Business intelligence and data analysis software's, Calendar and scheduling software, Customer relationship management CRM software, Data base reporting software, Electronic mail software, Presentation software, Sales and marketing software, Spreadsheet software, Video conferencing software, Word processing software.*
- ✓ **Preferred Habits:** *Morning Early Wakeups (On or Before 6 AM), Aspirant have to wake up early and visit market considering the milk business requirement, there will be flexibility in the day time to adjust according to working hours and market requirement, once you settle in dairy industry, aspirant can spend entire employee life cycle in the company.*

Section-IV: Selection Modalities

- ✓ Registration and **Timely Submission of Latest Resume in Soft Copy in .doc / pdf format WITHOUT PHOTO** to Institute Level Placement Officer **latest by 8th July, 2022 - FRIDAY - 04:30 pm**
- ✓ Short Listing by the Company Authority
- ✓ Selection Process **in July, 2022** (Exact Selection Modalities, Date, Timing & Venue will be conveyed very soon)

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

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

Placement Programme 2022: Aiming Higher...Striving Hard...We Can, We Will...



Together WE CAN, WE WILL...

