

Highest Ever 115 Placement Interviews in Placement Year-2025 @ NAU

Excellent Opportunity for MBA (ABM) Students of NAU

3rd Campus Placement Drive of Placement Year-2026

Excellent Opportunity for MBA (ABM) to secure JOB as **Field Supervisor**

Placement Leaflet No.: 3/2025-26

Date: 21/11/2025



After facilitating 950+ Placement Interviews generating Job Offers for 2000+ Students of NAU in Powerful Placement Programmes during the Last 13 Years 2013-25, we at the *University Placement & Counseling Cell* of our esteemed Navsari Agricultural University; are pleased to announce the **3rd Campus Placement / Recruitment Drive of Placement Year-2026 for MBA (ABM) Students of NAU to work as Field Supervisor in Saurashtra and Kutch region of Gujarat**; to be held **in December, 2025**. 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, passionate, self driven Professionals (**MALE/FEMALE**); and who want to be 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.

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

(A) Designation: *Field Supervisor (Jr. Executive / Executive)*

(B) Reporting to: *Area Incharge / Manager*

(C) HoD: *Procurement Head*

(D) Functional Area: *Sales & Marketing*

(E) Aim / Purpose of the Job: This position will be responsible to work and act as catalyst / Intermediate between the member/MPP and the company at the village level in line with addressing the member grievances/issues and ensuring good quality of milk collection at MPP level as well as to participate in BMC/CC milk receiving process as per milk timing.

(F) Context & Environment of the Job:

Working in the rural market and interiors of Gujarat-India. Effective implementation of strategies & sales activities for achieving the set sales targets. **This profile carries great level of technical acumen among the field professionals which involved highest level of determination and commitment for serving the Maahi Milk associated stakeholders i.e. its Members, Distributors, Retailers, Milk Pooling Point Sahayaks, its vendors, and other internal and external stakeholders for providing state of the art services.**

(G)No. of Vacancies and Place of Posting/Job: 20+ Vacancies in Saurashtra and Kutch region of GUJARAT

(H)Duties & Responsibilities:

• **MPP Operations:**

1. *Ensure timely and accurate receipt of milk from the MPPs as well as to ensure minimum variance in Fat & SNF, reduction in sour-curd drained milk received from MPP to BMC within the prescribed limits and norms as assigned from time to time.*
2. *Ensure and monitor lean and flush ratio and average member milk from members and put required efforts to maintain over the year.*
3. *Daily reporting to Area Incharge/ District In charge regarding status of task assigned.*
4. *Responsible to ensure / follow-up / coordinate / manage timely financial recovery of variance / destroyed milk from MPPs and take necessary step to culminate.*
5. *To ensure complete adherence / automation to the entire milk receiving process as per the company SOPs, Policies, Guidelines, and Directives and avoid manual intervention / entries / deviation from the processes at MPPs.*
6. *Responsible for ensuring timely delivery of Quality milk from MPP to BMC/CC, through regular route monitoring as per targets & schedule.*
7. *Responsible to address and participate in routine maintenance of MPPs equipment's (electrical / mechanical) and its timely installation in coordination with respective parties / vendors as well as timely and effective resolution of Sahayak / members grievance and complaints.*
8. *Responsible to assist in various compliance audits (MPPs), coordination for AMCs of routine maintenance & operation of equipment's at the MPPs (during major technical failure also) as well as timely calibration of MPPs measuring equipment's and maintaining its records.*

• **Field Operations:**

1. *Perform field visits as per the weekly/monthly plan and submit execution reports to the reporting authority before and after completion of field/MPP visits.*
2. *Conduct effective trainings, meetings (VCG/MRG/etc.), and awareness activities at village/MPP levels to educate members and Sahayaks on company*

policies, guidelines, and SOPs for proper implementation.

- 3. Maintain cordial relations with stakeholders, including Sahayaks, members, MRGs/VCGs, and route contractors, ensuring adherence to company policies at all levels.*
- 4. Conduct surveys and identify potential areas (existing and new MPPs) for milk procurement, submitting timely reports to convert villages into MPPs and encourage potential milk pourers to become company members.*
- 5. Identify and address members not adhering to company policies or contributing low-quality/quantity milk.*
- 6. Ensure timely and accurate financial transactions in members' accounts, including milk payments and other returnable incomes from the company.*
- 7. Manage and optimize milk routes, ensuring timely scheduling, rescheduling, and certification as per company plans.*
- 8. Oversee asset & estate management at MPPs, conducting periodic physical verification and reporting.*
- 9. Strengthen the membership process and take necessary actions to enhance member satisfaction with the company.*
- 10. Develop new MPPs, revive non-functional ones, retain members, and maintain gender ratio to ensure stable milk volumes as per assigned targets.*
- 11. Ensure timely resolution of member grievances as per company policy.*
- 12. Actively participate in field activities, including VCG, MRG, and member awareness programs, as per schedule.*
- 13. Oversee estate management of MPPs, ensuring records are well-maintained and timely reports are submitted.*
- 14. Perform any other work assigned by the company from time to time*

- **Revenue Generation:**

- ✓ To ensure consistent improvement in Maahi cattle feed, Mineral mixture and Ghee sales against the milk procurement volumes as per assigned targets.

(I) Pay Package Offer: Commensurate with the competencies of the candidate and performance in the Interview....Best in the Industry

 **3.60 Lakhs + Excellent Exposure + Learning + Career Growth...**

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

Expected Essentials from the Ideal Candidate

(J) Educational Qualification: MBA (Agribusiness Management)

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

- ✓ *Exceptional Communication Skills – Fluency in ENGLISH and GUJARATI...*
- ✓ *Sales and Influencing Skills...*
- ✓ *Achievement Oriented...*
- ✓ *SMART Outgoing, Sociable personality with good people skills...*
- ✓ *Energetic, self-motivated, proactive in approach and passionate about the work...*
- ✓ *Willing to go extra mile, willing to push beyond the ceiling, initiate new ideas, and take challenges head-on...*
- ✓ *Very good geographical understanding of area...*

Section-IV: Selection Modalities

- ✓ Registration by the Eligible & Genuinely Interested Students with Timely Submission of Latest Resume in Soft Copy in .doc / pdf format WITHOUT PHOTO to Institute Level Placement Officer latest by November 24, 2025 – MONDAY – 11:00 am
- ✓ Short Listing by the Company Authority

✓ **Selection Process will be held in December, 2025 @ NAU, Navsari**

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

Prof. (Dr.) Mehul G. Thakkar (MGT)
Professor & Head in HRM & TPO-Counselling Officer @ AABMI
University Placement & Counselling Head @ NAU
E-mail: mehulgthakkar@nau.in, getmgt@gmail.com
Contact No.: 02637-282960 (O), 9427163205 (M)

Highest Ever 115
Placement Interviews in 2025
Highest Ever Pay
of 10,25,004/- to
6 Students in 2023

Prof. Jaimin R. 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 2026: Aiming Higher...Striving Hard...We Can, We Will...



Together WE CAN, WE WILL...

