

After facilitating 680+ Placement Interviews generating Job Offers for 1830+ Students of NAU in Powerful Placement Programmes during the Last 11 Years 2013-23, we at the University Placement & Counseling Cell of our esteemed Navsari Agricultural University; are pleased to announce the 34th Campus Placement / Recruitment Drive of Placement Year-2024 for MBA (ABM) Students of NAU to work in RAJKOT to be held <u>in February-March, 2024</u>. The details are as follows:

Section-I: Let's Know the Recruiting Organization

Perfect Technologies

Kindly visit https://perfecttechnology.co.in/ 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/FEMALE); who want to 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) No. of Vacancies and Place of Posting/Job:

✓ Sales Coordinator/Sales & Marketing Executive – 8 Vacancies in RAJKOT

(B) Duties & Responsibilities:

- $\checkmark~$ Setting sales goals and developing sales strategies.
- ✓ *Researching prospects and generating leads.*
- \checkmark Contacting potential and existing customers on the phone, by email, and in person.
- ✓ Handling customer questions, inquiries, and complaints.
- ✓ *Preparing and sending quotes and proposals.*
- ✓ *Managing the sales process through specific software programs.*
- ✓ Building and maintaining a CRM database.
- ✓ Meeting daily, weekly, and monthly sales targets.
- ✓ Participating in sales team meetings.
- ✓ Payment Follow ups

- ✓ *Take the orders according to goals*
- ✓ *Arrange the meetings of Customers*
- ✓ *Hot calling and Cold calling*

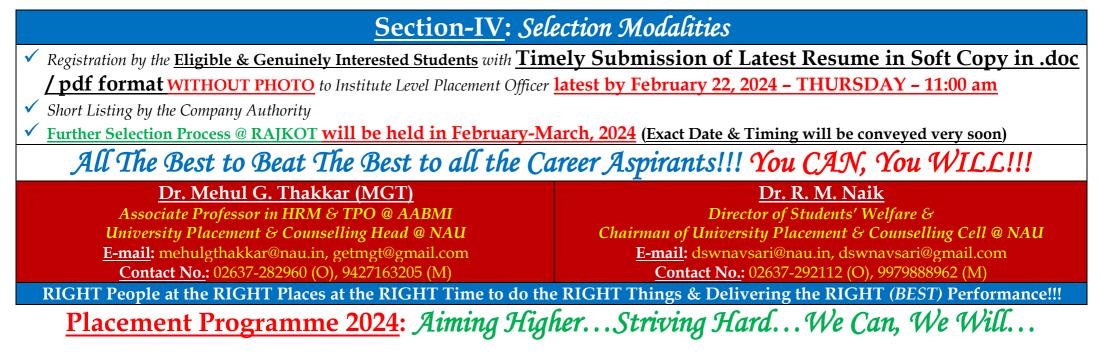
(C) Pay Package Offer: Commensurate with the competencies of the candidate and performance in the Interview....Best in the Industry

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

Expected Essentials from the Ideal Candidate

(A) Educational Qualification: MBA (ABM)

- (B) Competency Requirements: Energetic, Talented, Self Driven, Confident, MALE/FEMALE Candidates with the following traits/attributes:
 - ✓ Energetic, self-motivated, proactive in approach and passionate about the work...
 - ✓ Passion for Agriculture...
 - ✓ *Excellent networking and coordination skills…*
 - ✓ Strong communication skills, both written and verbal, ENGLISH & GUJARATI, to generate timely reports and to interact with clients...
 - ✓ Comprehensive aptitude and reasoning ability...
 - ✓ Ability to effectively operate independently and also in a team environment...
 - ✓ Ability to work independently also to achieve performance objectives and deliverables...





Together WE CAN, WE WILL...

