

**Highest Ever 91 Placement Interviews in Placement Year-2023 @ NAU**

**Excellent Opportunity for MBA (ABM) Students of NAU**

**34<sup>th</sup> Campus Placement Drive of Placement Year-2024**

**Excellent Opportunity for MBA (ABM) Students to secure JOB in RAJKOT-Gujarat**

**Placement e-Leaflet No.: 40/2024**

**Date: 20/02/2024**



**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 **34<sup>th</sup> Campus Placement / Recruitment Drive of Placement Year-2024 for MBA (ABM) Students of NAU to work in RAJKOT** to be held **in February-March, 2024**. 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:**

- ✓ *Setting sales goals and developing sales strategies.*
- ✓ *Researching prospects and generating leads.*
- ✓ *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...*

## 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 February 22, 2024 - THURSDAY - 11:00 am**
- ✓ Short Listing by the Company Authority
- ✓ **Further Selection Process @ RAJKOT will be held in February-March, 2024** (Exact Date & Timing 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 2024: Aiming Higher... Striving Hard... We Can, We Will...**



**Together WE CAN, WE WILL...**

