

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

1st Campus Placement Drive of Placement Year-2023

Excellent Opportunity for MBA (ABM) with B. Sc. (Agri.) Students to work in a World Renowned Organization

Placement e-Leaflet No.: 1/2023

Date: 10/11/2022



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 **1st Campus Placement / Recruitment Drive of Placement Year-2023 for MBA (ABM) with UG Degree of B. Sc. (Agri.) Students of NAU** to be held **on November 15, 2022**. The details are as follows:

Section-I: Let's Know the Recruiting Organization **GSFCLtd.**

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

- ☞ The Gujarat State Fertilizers & Chemicals Ltd., popularly abbreviated as **GSFC Ltd.** is **India's leading globally recognized brand.**
- ☞ GSFC was incorporated in 1962 and its plants went into the production of fertilizers in 1967.
- ☞ In its very first decade of existence, GSFC became known for its path-breaking achievements. To name a few, GSFC was
 - ✓ *the first industrial complex in the country set up in the joint sector,*

- ✓ the first company to set up fertilizer plants within a short span of two years of getting requisite approvals,
- ✓ the first industrial project to secure direct and active equity participation of farmers,
- ✓ the first fertilizer unit to get assistance from IDBI's Assistance Fund, and
- ✓ the first company to adopt the Steam Naphtha Reforming process for manufacturing of Ammonia.

☞ GSFC has set up the first DAP fertilizer complex in India at Sikka, Jamnagar on the west coast of Gujarat. Its technical edge as well as engineering resources acquired during its very first decade have been catalysts in providing impetus to the expansion and diversification strategies spread over the next several decades.

☞ **Six Percepts of GSFC are:**



HONOUR ALL COMMITMENTS WITH INTEGRITY AND DISCIPLINE



MAKE SURE CUSTOMER COME FIRST, ALWAYS



EFFICIENT PRODUCTION THROUGH RESEARCH AND INNOVATION



COLLABORATIVE TEAMWORK TO ACHIEVE A COMMON GOAL



BUILD PARTNERSHIP ON A FOUNDATION OF TRUST AND TRANSPARENCY



GO THE EXTRA MILE FOR A CLEANER AND GREENER FUTURE

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 **Executive Trainee (Marketing)**; 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:

✓ **Executive Trainee (Marketing)** – Many Vacancies at **VADODARA Unit in Gujarat.**

However, the recruit may be placed at any other department/unit/depot of the company as per the need.

(B) Job Profile:

- **Purpose:** *Drive the fertilizer sales and distribution within assigned territory in order to meet the monthly target and maintain monthly records.*
- **Key Performance Areas:**
 - ✓ *Responsible for marketing and sales of GSFC Fertilizers in their area as per target given.*
 - ✓ *Responsible for marketing of Pesticides, Seeds, Bio-fertilizers, TCB, and other Agro products etc. in their area-as per the instruction & co-ordinate with Regional Mgr. concerned.*
 - ✓ *Responsible for co-ordination between warehouses/depots and R.O. and administration of the office, warehouses and Depots in area. Also responsible for maintaining punctuality / discipline of manpower working under him.*
 - ✓ *Responsible for maintaining Liaison with Local Government agencies, Dealers/Distributors and other external / internal agencies.*
 - ✓ *Responsible to facilitate audit at Warehouses / Depots operating in area.*
 - ✓ *Responsible for scrutinizing imprest, TA-HA bills, over time etc. and recommend to RO for further actions / Payment.*
 - ✓ *Responsible for issuing authorization to sign the sale / stock transfer documents like DI / MDA /STA /TAN/GP etc. The records of pending material etc. should also be monitored and to liquidate within time given.*
 - ✓ *Responsible for compilation of Sales & Stock and other marketing information and report to concerned Regional Mgr. He has to monitor the deposition of daily sales collections against sales of fertilizer of retail depots under his jurisdiction.*
 - ✓ *Responsible for monitoring the sales promotional activities in the area and to attend the meeting organized according to target of demonstrations given to depots under his jurisdiction.*
 - ✓ *Responsible to follow the Shop and Establishment Act and FCO and to guide depot warehouse in charges accordingly.*
 - ✓ *In case of complaints of shortages, he is responsible for Standardization and such shortages shall be informed to concerned State / Officer to take approval on periodical basis from concerned.*
 - ✓ *Responsible for solving the problems related to sales and other official matter of customers and Govt. / inst. agencies.*
 - ✓ *Responsible for maintain data and records.*
 - ✓ *Responsible for maintaining good house keeping as per defined norms.*
 - ✓ *To ensure effective internal communication.*
 - ✓ *Have to ensure effective implementation of SAP, ESS & PMS Module in the area and to forward / approve as per the norms.*
 - ✓ *Keep self updated about new developments in own area of work.*
 - ✓ *Display willingness to adopt new corporate initiatives.*
 - ✓ *Recommend changes to improve process efficiencies.*

(C) Working Conditions:

- ✓ *Standard – Office set-up.*
- ✓ *The role may require extensive travelling.*
- ✓ *May involve working during night.*

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



During 1 Year Training: 35,000/- per Month Consolidated + Excellent Exposure + Learning + Career Growth...



For 1st Year of Contractual Appointment: 38,500/- per Month Consolidated + Excellent Exposure + Learning + Career Growth...



For 2nd Year of Contractual Appointment: 40,250/- per Month Consolidated + Excellent Exposure + Learning + Career Growth...



On Confirmation of Appointment: Revised Improved Salary + PF + Other Statutory Benefits + 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: MBA (ABM) with UG Degree of B. Sc. (Agriculture) with Minimum 65% aggregate up to the last declared result

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

- ✓ Excellent Communication Skills and Networking Skills...
- ✓ 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...
- ✓ Influencing and negotiation skills...
- ✓ Problem solving skills, Interpersonal skills...
- ✓ Strong analytical and critical thinking abilities...
- ✓ Adaptability...
- ✓ Innovative ideas...
- ✓ Market Research and Financial acumen...
- ✓ Knowledge of relevant SAP modules...
- ✓ Excellent customer service orientation...

(G) Special Requirements: **Kindly note and carefully review the following:**

- ✓ Students who have obtained minimum 65% aggregate* (up to last declared results) can only participate in the selection process. In case there is a CGPA/CPI system, it is requested to share the percentage conversion formula in advance. If both CGPA and CPI scores are calculated, kindly convey the indicator which reflects aggregate percentage along with the conversion formula.

- ✓ Maximum permitted Age Limit is 26 years of age as on 01/01/2023.
- ✓ Relaxation of 5% (i.e. minimum 60% aggregate) in percentage and 2 years in age (i.e. maximum 28 years as on 01/01/2023) shall be extended to the Employee-Dependent candidates. Applicability shall be as per prevailing policy of the Company.
- ✓ The selected candidate/s shall be initially engaged for 1 year Training as an Executive Trainee (Marketing). On successful completion of training period, the recruit/s shall be engaged for contractual period of 2 years. Subsequently, subject to satisfactory performance and requirement of the Company, recruit/s shall be absorbed in regular grade of the Company.
- ✓ The recruit/s shall be required to execute a Training-cum-Contractual Service Agreement to serve the Company for a total period of 3 years. In case of breach, employee shall be liable to pay an amount of Rs. 1 Lakh to the Company in lieu of the liquidated damages.

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 10, 2022 - THURSDAY - 2:00 pm**
- ✓ Short Listing by the Company Authority
- ✓ Pre-Placement Talk and further Selection Process **on November 15, 2022 - 1:00 pm onward** @ AC Conference Hall of AABMI, NAU, Navsari

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



Together WE CAN, WE WILL...

