

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

6th Campus Placement Drive of Placement Year-2023

Excellent Opportunity for UG or PG Students to work in a World Renowned Organization PAN India

Placement e-Leaflet No.: 9/2023

Date: 25/11/2022



After facilitating 588 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 **6th Campus Placement / Recruitment Drive of Placement Year-2023 for UG or PG Students of NAU** to be held **in December-January, 2022-23**. The details are as follows:

Section-I: Let's Know the Recruiting Organization – Sundaram Finance Ltd.

Kindly visit <https://www.sundaramfinance.in/about-us> for thorough understanding of your Prospective Employer...

- ☞ **Sundaram Finance Ltd. was established in 1954 by Shri T. S. Santhanam, the Founder, who envisioned the future of hire-purchase finance in India.** The company was started with a paid-up capital of Rs. 2 Lakhs and promoted by Madras Motor & General Insurance Company; which was then **one of the leading insurance companies in India prior to nationalization in 1971.**
- ☞ Started with the primary objective of financing the purchase of commercial vehicles, the company, has today grown into one of the most trusted financial services groups in India. **It has a nation-wide presence of nearly 640 branches, over two lakh depositors and three lakh customers.**
- ☞ Sundaram Finance Limited has a **diversified presence in Mutual Funds, Housing Finance, General Insurance, IT, Business Process Outsourcing and Retail Distribution of a wide array of financial services and products.** The company's Diamond Jubilee in August 2014 was preceded by the birth centenary of its Founder in November 2012.

☞ The Company's shares were originally listed in the Madras Stock Exchange (MSE) in 1972, its first and only ever public offering, **making it the First NBFC to be listed in MSE and were subsequently listed in the National Stock Exchange in 1998.**

✓ The company has a market capitalization of Rs.18, 634 cr. on the equity share capital of Rs.111.10 cr. as on 31st March, 2018.

✓ The company's fixed deposits are currently rated "AAA" (Highest Credit Quality) by ICRA and CRISIL.

☞ The long-term borrowings are currently rated "AAA" (Highest Degree of Safety), with a "Stable Outlook" by ICRA and CRISIL and AA+ (High Degree of Safety), with a "Stable Outlook" by India Ratings. The short-term borrowings (including commercial paper) are rated "A1+"/P1+ (Very Strong Degree of Safety).

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 **Asst. Manager - Customer Relations**; 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: *Asst. Manager – Customer Relations* – Many Vacancies PAN India

(B) Job Profile:

1) Pre- Disbursement Activity:

- ✓ Handling foot falls at the dealerships and dealership related activities.
- ✓ Field Investigating Activity.
- ✓ Lead generation through promotional activities conducted by SFL.
- ✓ Collection of prospective customer information.

2) Disbursement:

- ✓ Processing application for approval.
- ✓ Obtaining documents from customers for payment.
- ✓ Collection invoice/Insurance and other respective papers.
- ✓ Processing the loan documents for payment.

3) Post Disbursement:

- ✓ Confirmation of delivery of Tractor and Farm equipment.
- ✓ Collection of registration certificate if applicable.
- ✓ Collection of insurance policy if applicable.

4) Recovery Management:

- ✓ Responsible for initiating repossession proceeding, maintain records of collection and status of accounts.

5) Customer Relations and Cross Selling:

- ✓ Responding to customer queries and grievances and providing timely information and Redressal.
- ✓ Exploring favorable cross selling opportunities with the customers.

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



4.40 Lakhs per Annum + Excellent Exposure + Learning + Career Growth...

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

Expected Essentials from the Ideal Candidate

(D) Educational Qualification: UG (Agri. / Agril. Engi.) or PG (Agril. Economics / Agril. Extension) or MBA (ABM)

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

- ✓ Ability to clearly and effectively communicate both verbally and in written form...
- ✓ SMART Outgoing, Sociable personality with good people skills...
- ✓ Willing to go extra mile, willing to travel to create connections...Achievement Oriented...
- ✓ Capable to take ownership & have decision making ability...
- ✓ 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...
- ✓ Excellent customer service orientation...

Section-IV: Selection Modalities

- ✓ Registration and **Timely Submission of Duly Filled Prescribed Excel Sheet Database and Latest Resume in Soft Copy in .doc / pdf format WITHOUT PHOTO** to Institute Level Placement Officer **latest by December 3, 2022 - SATURDAY - 10:00 am**
- ✓ Short Listing by the Company Authority
- ✓ Further Selection Process **in December-January, 2022-23** (Exact Selection Modalities, Date, Timing & Venue will be conveyed very soon)

Section-V: Last Year's Selection Scenario of NAU Students in Sundaram Finance Ltd.

Selection Process: Resume Short Listing *done @ Company Headquarter on December 8, 2021*, ONLINE Aptitude Test *held @ NAU, Navsari during December 9-10, 2021*; followed by Intensive ONLINE Interview *held on MICROSOFT TEAMS on DECEMBER 20, 2021 from 2:00 pm onward...* for **30+ Vacancies PAN India** with **Pay Package of 4.40 Lacs...**

Eligible Inst. (05)	Registered (Only 97 out of 461) (21.04%)	Cleared Resume Short Listing Round (87 out of 97) (89.69%)	Appeared in ONLINE General Aptitude Test (87) (100%)	Cleared ONLINE Aptitude Test & Appeared in the ONLINE Interview (13) (14.94%)	FINAL SELECTION (10) (76.92%)
NMCA, Navsari	4 PG out of 104 (3.85%) 42 UG out of 133 (31.58%)	4 PG out of 4 (100%) 42 UG out of 42 (100%)	4 PG out of 4 (100%) 42 UG out of 42 (100%)	0 PG out of 4 (00%) 8 UG out of 42 (19.05%)	0 PG out of 0 (00%) 7 UG out of 8 (87.5%)
AABMI, Navsari	30 PG out of 36 (83.33%)	30 PG out of 30 (100%)	30 PG out of 30 (100%)	5 PG out of 30 (16.67%)	3 PG out of 5 (60%)
CoA, Waghai	11 UG out of 63 (17.46%)	11 UG out of 11 (100%)	11 UG out of 11 (100%)	0 UG out of 11 (00%)	0 UG out of 0 (00%)
CAET, Dediapada	10 UG out of 26 (38.46%)	0 UG out of 10 (00%)	0 UG out of 10 (00%)	0 UG out of 0 (00%)	0 UG out of 0 (00%)
CoA, Bharuch <i>No Participation</i>	0 PG out of 28 (00%) 0 UG out of 71 (00%)	0 PG out of 28 (00%) 0 UG out of 71 (00%)	0 PG out of 28 (00%) 0 UG out of 71 (00%)	0 PG out of 28 (00%) 0 UG out of 71 (00%)	0 PG out of 28 (00%) 0 UG out of 71 (00%)

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

Dr. Mehul G. Thakkar (MGT)

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

Dr. R. M. 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 2023: Aiming Higher...Striving Hard...We Can, We Will...



Together WE CAN, WE WILL...

