

Highest Ever 113 Placement Interviews in Placement Year-2024 @ NAU

Excellent Opportunity for MBA (ABM) Students of NAU

6th Campus Placement Drive of Placement Year-2025

Excellent Opportunity for to secure JOB as **Management Trainee – Sales** in **GUJARAT**

Placement Leaflet No.: 8/2024

Date: 12/01/2025



After facilitating 800+ Placement Interviews generating Job Offers for 2000+ Students of NAU in Powerful Placement Programmes during the Last 12 Years 2013-24, 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-2025 for MBA (ABM) Students of NAU to work in Saurashtra and Kutch region of GUJARAT;** to be held **during January, 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 Producer Institution Building (PIB) Executive*

(B) Functional Area: *Sales & Marketing*

(C) Aim / Purpose of the Job: To meet the sales objectives of his territory through sustainable demand generation from the customers by continuously updating his/her selling skills for effective implementation of Company Strategy and Policy, building a long term relationship with World Class Service. Employee will be responsible for strengthening Member Relations through various Producer Awareness Programs, Village Contact Group (VCG), Member Relations Group (MRG) and by organizing orientation.

(D) 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.**

Field PIB Executive carries very stable but crucial responsibilities in terms of work as catalyst by strengthening the Producer Institution Building among the members by conducting producer awareness programs, Village Contact Group (VCG), Member Relations Group (MRG) and various other orientation programs, this position will work closely with the various stakeholder of the company and based on inherent capabilities, skills, knowledge and attitude will have career progression to other operational functions as an specialist in the long term company's growth.

(E) No. of Vacancies and Place of Posting/Job: 15 Vacancies in Saurashtra and Kutch region of GUJARAT

(F) Duties & Responsibilities:

1. *To facilitate the process of constitution of the VCG/MRG based on the list provided by the corporate office-PIB team before 31st July of every year.*
2. *To conduct the orientation programme for the newly constituted VCGs/MRGs along with the respective field procurement executives.*
3. *To organize and conduct MRG meetings. To prepare the minutes of the MRG meeting and share key issues / concerns with the PIB Team – corporate office.*
4. *To facilitate the process of constitution of the VCGs through the facilitators based on the list provided by the corporate office team and attend at least one VCG meeting / month.*
5. *To ensure quality delivery of programs conducted by the outsourced agency personnel by attending such programs (i.e. Producer Awareness, Quality and CMP, Awareness programme for women) at random. (Minimum 4 programs/Month)*
6. *To attend at least two village level producer / member meetings for specific campaigns e.g. Member built up , share capital built up, CMP, RBP so as to keep himself abreast with the developments / activities/ responses at the field level*
7. *To organize programs for image building of the MPC like Programs for Rural Youth, Rural School Children etc.*
8. *To take up appropriate actions for grievance redressal based on the feedback received during VCG/MRG meetings (by attending all MRG meetings and at least one VCG meeting / month) or through phone calls etc.*
9. *Monitoring and Review: To prepare monthly / quarterly / annual physical and financial plans, targets and achievement reports for the respective area as well as to attend review meetings pertaining to PIB related activities.*
10. *Supporting Governance: To support in organizing AGM especially facilitating MRG members attending AGM as well as to support the Polling officer/ Election observer in the process of AGM (to be undertaken for voting and for passing any resolution or election of Board of directors, if required.)*
11. *Building Membership and Capital contribution:*
 - ✓ *To achieve the targeted membership and capital contribution for his/her area*
 - ✓ *Schedule and conduct village meetings, wherever required, (in coordination with the facilitators) to explain milk producer households about the MPC and benefits for the Milk Producer Households.*

- ✓ To schedule and organize Member-enrolment campaigns.
- ✓ To take up special member drive campaigns in those villages identified with poor performance, in relation to Membership enrolment and capital formation, with support from facilitators.
- ✓ To communicate the Membership and Capital contribution status to the respective facilitators and arrange to inform the members.
- ✓ If required verify the credentials of any milk producer members.

12. Building Producer Information Database at MPC (KYP)

- ✓ To achieve targeted percentage of women membership.
- ✓ To achieve targeted members coverage under "Producer Information Database exercise".
- ✓ Any other work assigned from time to time by the company

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

 **3 to 4 Lakhs** + Family Medclaim + Personal Accidental Insurance + Paid Leaves + Deferred Benefits + Excellent Exposure + Learning + Career Growth...

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

Expected Essentials from the Ideal Candidate

(A) Educational Qualification: MBA in Agribusiness Management

(B) Competency Requirements: Energetic, Talented, Self Driven, Confident 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
- ✓ Strong Commercial skills

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 January 13, 2025 - MONDAY - 2:00 pm
- ✓ Selection Process will be held during January, 2025 @ MMPCL, RAJKOT...

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

Prof. (Dr.) Mehul G. Thakkar (MGT)

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)

Highest Ever 113

Placement Interviews in 2024

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 2025: Aiming Higher...Striving Hard... We Can, We Will...



Together WE CAN, WE WILL...

