

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

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

### 2<sup>nd</sup> Campus Placement Drive of Placement Year-2025

Excellent Opportunity for to secure JOB as **Associate Business Officer – ABO** in **GUJARAT**

**Placement Leaflet No.: 2/2024**

**Date: 28/10/2024**



**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 **2<sup>nd</sup> Campus Placement / Recruitment Drive of Placement Year-2025 for UG or PG Students of NAU to work as Associate Business Officer in GUJARAT**; to be held **in November-December, 2024**. The details are as follows:

## **Section-I: Let's Know the Recruiting Organization – Virbac Animal Health India Pvt. Ltd.**

Kindly visit <http://corporate.virbac.com> for thorough understanding of your Prospective Employer...

**In 1968, when human pharmacy preparations did not cover all animal diseases, Pierre-Richard Dick, a veterinary doctor in Nice, founded Virbac to create new medicines for all those who care for animals every day.**

☞ Today, present in more than 100 countries, **Virbac Animal Health India Pvt. Ltd.** have maintained independence and essence. Their innovation ecosystem delivers a practical range of products and services to diagnose, prevent and treat the majority of pathologies, all while improving the quality of life for animals.

☞ Virbac offers veterinarians, farmers and pet owners in more than 100 countries a comprehensive and practical range of products and services. With these innovative solutions covering the majority of animal species and diseases, Virbac contributes, day after day, to shape the future of animal health.

## **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:** *Associate Business Officer - ABO*

**(B) Functional Area:** *Sales & Marketing*

**(C) Aim / Purpose of the Job:** To meet the sales objectives of his territory through sustainable demand generation from his customers by continuously updating his selling skills in line to PIS for effective implementation of Company Strategy and Policy, building a long term relationship with world Class Service.

**(D) Context & Environment of the Job:** Working in the rural market and interiors of India. Effective implementation of strategies & sales activities for achieving the set sales targets.

**(E) No. of Vacancies and Place of Posting/Job:** 20+ Vacancies in GUJARAT

## (F) Cross-Functional Relationships which may impact the Job:

- ✓ **Stockist:** time to time get inventory details.
- ✓ **Direct Customers:** Promotion of Virbac products. Collect feedback from them.
- ✓ **IT:** Infrastructural Support
- ✓ **Logistics:** interact for stock requirements.
- ✓ **Business Centre:** reimbursement, allowances, leave updations, insurance benefits.

## (G) Duties & Responsibilities:

### Area of accountability no.1: Generate Demand

#### Main activities

- Identify & meet customers like Veterinary doctors, pharmacist, chemists, farmers etc.
- Promote the Virbac products through Visual Aid, hand out etc.
- Create awareness among customers by briefing them the advantages of the products, superiority of the products over others' products.
- Maintain the customer base through regular meetings and take a feedback from them.

⇒ *Expected Results:* Achieve the given sales target. Set Virbac brand in the market

### Area of accountability no.2: Stock Inventories

#### Main activities

- Examine the inventory status on regular basis from retailer & whole sellers.
- Based on the offtakes from the seller decide the order strategy to get maximum order from the retailer or wholeseller.

⇒ *Expected Results:* Ensure the higher Secondary sales.

### Area of accountability no.3: Customer relations Management

#### Main activities:

- Maintain the consistency in customer coverage.
- Cover all the routes that have been assigned to him on regular basis.
- Maintain the relations with customers through meet & greet activities.

⇒ *Expected results:* Maintain the existing customer base of Virbac. Increase the Virbac brand value amongst customer

### Area of accountability no.4: Reporting

#### Main activities:

- Submit plan for the month and sales calls to be attended at the beginning of the month.
- Send daily call reports to respective ABM & business centre.

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



**2.75 Lakhs per Annum CTC + Provision of 2.50 Lakhs Incentive + Excellent Exposure + Learning + Career Growth + Job Satisfaction.....**

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

### Expected Essentials from the Ideal Candidate

**(A) Educational Qualification:** UG or PG in Agri. OR Allied Disciplines OR MBA in Agribusiness Management

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

- ✓ Exceptional Communication Skills...
- ✓ 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...
- ✓ Energetic, self-motivated, proactive in approach and passionate about the work...

#### **Know-how:** job-related skills required to complete activities

1. Effective Selling Skills.
2. Readiness to work in rural markets.
3. Readiness to work in "hands on" experience.
4. Good knowledge of computer & internet.

#### **Behaviour:** interpersonal skills required to complete activities

##### **Validated skills model:**

Leader       Manager       Individual contributor

##### **Choose the 5 to 7 essential skills for the position:**

1. Analytical skills.
2. Creative & Innovative thinking
3. Excellent Communication Skills
4. Go Getter.



## 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 October 30, 2024 - WEDNESDAY - 10:00 am

✓ Selection Process will be held in Novembner-December, 2024 @ NAU, Navsari

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

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

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**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...**

