

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

Excellent Opportunity for any UG or PG Student of NAU

32nd Campus Placement Drive of Placement Year-2024

Excellent Opportunity for any UG or PG Student of NAU to secure JOB in GUJARAT

Placement e-Leaflet No.: 39/2024

Date: 15/02/2024



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 **32nd Campus Placement / Recruitment Drive of Placement Year-2024 for any UG or PG Student of NAU to work in GUJARAT** to be held **in February-March, 2024**. 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, self-driven Professionals; who want to have a long term career opportunity and aspire to excel and achieve success in business development, sales, and customer service profession. 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:

- ✓ **Business Development Executive** – 30 Vacancies in GUJARAT
- ✓ **Field Producer Institution Building (PIB) Executive** – 10 Vacancies in GUJARAT

(B) **Job Role Summary:** **Business Development Executive** position will be responsible to lead and achieve sales targets of the allotted region/territory which includes product volume generation, revenue generation, business expansion by providing best in class service to existing retailers, distributors as well as opening new outlets, distributor, parlors etc. The product includes Milk and fresh products or Ghee, (Cow Ghee & Buffalo Ghee), Flavor Milk, Sweets (Seasonal Products), etc.

This profile carries great level of sales acumen which involve highest level of determination and commitment for serving the associated retailers, distributors and other internal and external stakeholders for providing state of the art services.

Responsibility Matrix		
A	Retailer Development & Market Visit	70%
B	Distribution Lead Generation	10%
C	Order & Payment Follow-up and Other Sale operations	20%

(C) Job Responsibilities of *Business Development Executive*:

1. Responsible to achieve sales target of the company's products in the assigned region/territory outlet expansion and potential distributors lead generation in the region.
2. To obtain information about market competitors, business trends, regulations, or industry developments.
3. Implementation of promotion schemes as per given directions.
4. Handling customer complaints and their Redressal which also includes effectively answer customers' questions about services, prices, availability, or credit terms.
5. Support & distribute promotional materials to retailers, distributors as well as in fair/exhibition/RSV activity/home delivery.
6. In case of urgency may have to assist in the delivery of the company's products to the retailer.
7. Documentation for Create forms or agreements to complete commercial understandings.
8. Daily/Weekly/Monthly task includes Shop to Shop visit, daily route planning, maintaining daily sales report, SKU wise report as well as its reporting to the line manager.
9. Any other work assigned from time to time by the company.

(D) Job Role Summary: *Field Producer Institution Building (PIB) Executive* position will be responsible for strengthening Member Relations through various Producer Awareness Programs, Village Contact Group (VCG), Member Relations Group (MRG) and by organizing orientation.

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.

Responsibility Matrix

A	Field Visits, Producer Awareness & Relationship Building	70%
B	MIS & Reporting	30%

(E) Job Responsibilities of *Field Producer Institution Building (PIB) Executive:*

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

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

Business Development Executive



2.4 to 3 Lacs + Family Medclaim + Personal Accidental Insurance + Paid Leaves + Deferred Benefits + Excellent Exposure + Learning + Career Growth...

Field Producer Institution Building (PIB) Executive



2.64 to 3.60 Lacs + 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

(G) **Educational Qualification:** Any UG or PG in Agri. Or Allied Sciences - MBA (ABM) will be given preference

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 19, 2024 - MONDAY - 11:00 am**
- ✓ Short Listing by the Company Authority
- ✓ **Further Selection Process will be held in February-March, 2024** (Exact Date, Timing & venue will be conveyed very soon)

All The Best to Beat The Best to all the Career Aspirants!!! 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 2024: Aiming Higher... Striving Hard... We Can, We Will...



Together WE CAN, WE WILL...

