



Let's Work Together
and Explore Opportunities..



After facilitating

**525 Placement Interviews generating Job Offers for 1550+ Students of NAU
in Powerful Placement Programmes during the Last 9 Navratna Years 2013-2021,**

we at the *University Placement & Counseling Cell* of our esteemed Navsari Agricultural University; are pleased to announce the **26nd Campus Recruitment Drive of Placement Year-2022** to be held **in April, 2022 @ NAU, Navsari**. The details are as follows:

Section-I: Let's Know the Recruiting Organization

GormalOne LLP – *Creating Technology for Rural India - Delivering Resources to Empower*

Kindly visit <https://gormalone.com/> & <https://www.nitara.co.in/>

for thorough understanding of your Prospective Employer...

- ☞ GormalOne is a **social impact enterprise creating sustainable impact through farmer-centric projects**. The name “GormalOne” came to life by creatively fusing the names of two suburbs of Mumbai - Goregaon and Malad.
- ☞ Their mission is to make dairy farming highly profitable, especially for the smallest farmers living in the most neglected geographies. The larger vision is to ensure higher levels of ROI for the farmer community using innovative tools which are financially viable. GormalOne is relentlessly working on its mission to elevate Indian farmers from the vicious cycle to the virtuous circle.
- ☞ It is an **agri-tech enterprise-driven using robust and flexible technology to achieve vision of safeguarding India's “nutrition security”**. They are passionate about making technology accessible and user-friendly for digitally naive rural users.

- ☞ With vast and in-depth knowledge of various agri-businesses gathered over the last 28 years, the Founder was and continues to be supremely passionate about tapping the power of technology and artificial intelligence to empower the farmers and other neglected sections of society.
- ☞ Their Brand `Nitara's' Mission is driven using advanced technology & `Nitara's' Vision is to make farming highly profitable for the smallest farmer, thereby ensuring India's "Nutrition security". Nitara's technology will be highly user friendly, for most digitally naive farmers.

Section-II: Let's Understand the Nature of Vacancies

- 😊 Looking for **genuinely interested and eligible**, competent, energetic, talented, self driven ABM Professionals (**MALE / FEMALE**); who are keen to use their skills to transform farmers' lives. Selected candidate will be joining a highly energized and competent team working on advanced global technologies such as OCR, facial recognition, AI-led disease prediction amongst others.
- 😊 Looking for a qualified **Customer Acquisition Specialist** to take the lead in developing and delivering successful strategies for the company If you are a tech-savvy and sales trendsetter who has innovative ideas to improve customer experience; 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.

(A) Designation, No. of Vacancies and Place of Posting/Job:

- ✓ *Customer Acquisition Specialist* – in GUJARAT and Bengaluru-KARNATAKA

(B) Pay Package Offer: Negotiable & Commensurate with the competencies of the candidate and performance in the Interview....

😊 **3 Lakhs + Excellent Exposure + Learning + Career Growth...**

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

Expected Essentials from the Ideal Candidate

(C) Educational Qualification: MBA (Agribusiness Management)

(D) Job Responsibilities:

1. Obtaining customer info and other relevant information as required by the organization – strong understanding of the organization's requirement
2. Product and service demonstration, implementation of our application by the target audience (trainings will be conducted)
3. Originate Sales opportunities for our products and services
4. Actively seek out new sales opportunities through cold calling and networking
5. Systematic follow-up with customers and ensure sales pitch with time bound closure
6. Interface between customer and internal team and ensure best service from company
7. Take a lead role in the development of proposals and presentations for new business materials to create and nurture business opportunities and partnerships
8. Prepare and deliver appropriate presentations on product and services
9. Collaborate with team members to achieve better results
10. Gather feedback from customers or prospects and share with internal teams
11. Resolve problems and handle complaints with timely response
12. Keep record of calls & sales as defined by the organization
13. Regular follow-up to ensure continued use and update information on the application
14. Ensure adherence to sales processes and requirement
15. Communicate information, feedbacks collected from the target audience with the internal team

(E) Competency Requirements: Energetic, Talented, Self Driven, Self Motivated, Confident, **NON-PLACED Candidates** with the following traits/attributes:

- ✓ Who get inspired by the idea of good communication, can connect with people and passionate for selling...
- ✓ Should be comfortable speaking over the phone to the target audience...
- ✓ Persistent & result oriented...Fast learner with time management skills...
- ✓ Knowledge of MS Office, Hands on experience with CRM Software will be a **PLUS POINT...**
- ✓ Be able to explain about product features under Dairy Technology and other important information pertaining to Dairy...
- ✓ Willing to go extra mile to drive sales...Willing to travel...
- ✓ Regional Language Proficiency (**please specify which regional language you are well versed with**)

Section-IV: Selection Modalities

- ✓ Registration with and Timely Submission of Latest Resume in Soft Copy in .doc / pdf format **WITHOUT PHOTO** to Institute Level Placement Officer **latest by 9th April, 2022 - SATURDAY - 12:00 noon**
- ✓ Selection Process **in April, 2022** (Exact Selection Modalities, Timing & Venue will be conveyed to Registered Candidates)

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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RIGHT People at the RIGHT Places at the RIGHT Time to do the RIGHT Things & Delivering the RIGHT (BEST) Performance!!!

Placement Programme 2022: *Aiming Higher...Striving Hard...We Can, We Will...*



Together WE CAN, WE WILL...

