

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

Excellent Opportunity for MBA (ABM) Students of NAU

5th Campus Placement Drive of Placement Year-2025

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

Placement Leaflet No.: 7/2024

Date: 11/01/2025



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 **5th Campus Placement / Recruitment Drive of Placement Year-2025 for MBA (ABM) Students of NAU to work as Management Trainee – Sales in GUJARAT**; to be held **during January 20-21, 2025**. The details are as follows:

Section-I: Let's Know the Recruiting Organization – IPL Biologicals Ltd.

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

☞ IPL Biologicals Limited is a professionally managed and highly technologically-driven company with innovative biological (microbial based) products, offering 100% safe and natural solutions for crops.

- ☞ Quality products are developed through virulent and effective strains which work under different agro climatic conditions. IPL has a wide biological product portfolio that includes seed treatment product, bio fertilizer, bio pesticides, bio fungicides, bio insecticides, plant growth promoter and decomposer with an all India marketing & distribution network.
- ☞ Mission at IPL Biologicals Limited is to improve global food security by regenerating soil, increasing crop productivity, and delivering safe, healthy, and nutritious food to consumers worldwide.
- ☞ Their revolutionary microbial solutions, with a high CFU count (Colony-Forming Units), are designed to help farmers achieve sustainable growth from seed to harvest. We are proud to partner with nature to improve the health of people and the planet.
- ☞ **More than 500,000 farmers are successfully using our products.**
- ☞ The trust of associated beneficiary farmers and stakeholders motivates IPL to continue formulating 'Microbial Innovation for a Better World'.

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: *Management Trainee - Sales*

(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/her selling skills 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 Gujarat-India. Effective implementation of strategies & sales activities for achieving the set sales targets.

(E) No. of Vacancies and Place of Posting/Job: 6 Vacancies in GUJARAT

(F) Duties & Responsibilities:

- ✓ *Achieve growth and hit sales targets by successfully managing the sales team...*
- ✓ *Design and implement a strategic business plan that expands company's customer base and ensure its strong presence...*
- ✓ *Own recruiting, objectives setting, coaching and performance monitoring of sales representatives...*
- ✓ *Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs...*
- ✓ *Present sales, revenue and expenses reports and realistic forecasts to the management team...*
- ✓ *Identify emerging markets and market shifts while being fully aware of new products and competition status...*

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



7.50 Lakhs per Annum CTC including TA, DA and other Benefits + 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: 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...*
- ✓ *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 15, 2025 - WEDNESDAY - 10:00 am
- ✓ Selection Process will be held during January 20-21, 2025 @ AABMI, NAU, Navsari...
- Written Technical Aptitude Test
- Group Discussion
- Intensive Personal Interview

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

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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

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



Together WE CAN, WE WILL...

