



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA
MUMBAI | RAIPUR | RANCHI | KOLKATA | PATNA

Philips Domestic Appliances

Virtual Campus Recruitment – For 2022 Passing Out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register – 19th May 2021, by 5 PM

Company	Philips Domestic Appliances
Website	www.philips.co.in
Batch	2022
Date of Campus	Will be informed later
Job Title	Sales Trainee
Eligible Degree	MBA Sales & Marketing
Eligibility Criteria	60% throughout in class 10 th , 12 th , Graduation & Post-Graduation
Full Time Employment	Full Time
Joining Date	June 1st week
Comensation	<ul style="list-style-type: none">Sales Trainee Stipend: 40k INR per month for the duration of sales trainee programUpon confirmation as Sales Officer at CG 30 grade in Philips or Preethi brand: CTC will be INR 8,65,000/- (fixed plus sales incentive put together)
Other Skills Required (If any)	<ul style="list-style-type: none">Duration of Sales Trainee program will be 6-9 months, where participants will get an opportunity to learn on the job in sales functionDuring/Post completion of Sales Trainee period, participants will get placed in the base location based on the available vacancies anywhere in India across Philips or Preethi brands
Recruitment Process	Face to face interview
Roles & Responsibilities	<p>Key Roles and Responsibilities:</p> <ul style="list-style-type: none">Develops, maintains and improves relations with existing and potential customers in the assigned district/area

	<ul style="list-style-type: none"> • Responsible for sales of the assigned portfolio of products within an assigned geographic territory, negotiating with clients, generating leads, qualifying prospects and managing sales of products and services • Achieves established revenue growth expectations within assigned territory, and achievement of monthly/quarter/annual selling out target in his/her area. • Develops and executes territory business plans driving product usage, brand recommendation (MOR, Most Often (Recommended), to meet and exceed direct sales targets • Partners with inside sales and marketing teams to optimize area coverage. Understands and selects the right promotional tactics to optimize sales, responsible for maximizing promotions • Conduct monthly/quarterly/annual business review with in his/her respected area • Focus on optimized product mix (push sales/volume) • Ensure orders are collected and Turnover targets are reached • Commercially co-responsible for developing business partnership with customers, focusing on developing consultative sales partnerships with the customers • Sell according to prices agreed by account management, and in accordance with commercial policy • Limited negotiation for mixed and decentralized accounts • Ensures queries are solved effectively balancing service and cost • Monitor customer stock situation, effectively manage “out of stock” situations, and monitors customer overdues. • Drives continuous improvements applying LEAN • Behavioural: Daily demonstration of the highest level of Philips Leadership competencies and behaviours.
Location	Pan India
Representative from ATPC (For Guidance/Query)	Ms Sangeeta Berry (7042292142)
How to Apply?	<p>All interested & eligible students should apply on the link mentioned below –</p> <p>CLICK HERE TO APPLY</p>

All the Best!

Anjani Kumar Bhatnagar
Dy. Director - Amity Technical Placement Centre

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