

Videocon
Campus Recruitment 2015 Passing Out Batch

Company Name	Videocon
Website	http://www.videocon.com
Eligibility	B.Tech (All Branches)

Profile details are as below -

Designation	:	Sales Officers
Qualification	:	Graduate (B.Tech/B.E.) irrespective of stream
% Criteria	:	B.Tech - Min. 50% Throughout
Compensation	:	Rs. 3.00 LPA + Incentives (travel reimbursement is additional)
Location	:	Depends on Applicant's Domicile / Requirement

They have opportunities across 10 states in India:

1. Punjab
2. Rajasthan
3. Uttar Pradesh
4. West Bengal
5. Gujarat
6. Madhya Pradesh
7. Karnataka
8. AP/Telangana
9. Tamil Nadu
10. Kerala

Brief of Profile -

- Role is to primarily increase, Secondary Sales, Width of Distribution (WOD) retailer base in line with the business plan as per the Branch Manager
- Understanding market dynamics, own product portfolio and competition
- Retailer Management & Network Expansion
- Providing complete assistance to Retailers within the assigned territory to ensure secondary sales placement, timely product supply, brief of product USP, Pricing Structure, Schemes etc.
- Ensuring faster solutions to the retailers on behalf of the Distributors/Retailers for their requirements, to ensure satisfaction particularly in issues pertaining to customer service, logistics etc.
- Identifying new markets and retailers & explore possibilities for expanding the channel sales network

- Weekly / Daily report / Customer Grievances & Feedback to Area Sales Manager for quicker resolutions & action plan.
- Visit retailers (new & old) in the assigned territory everyday to register Sales orders on a regular basis to achieve daily / weekly Sales Targets
- Preparing Market Report on information pertaining to Competitors Network Schemes, Promotional Activities, Pricing, New Product Launches, Product Performance Feedback and submitting it within the system

How to Apply?

1. Interested candidates need to apply on the link given below before 4:00 pm, 28th July 15 (Tuesday)

https://docs.google.com/forms/d/1z8D8YZ10p8wYlGsy5mPYQT2cPGWY0K0_QD-30f4YUp8/viewform?c=0&w=1&usp=mail_form_link

2. Once applied you cannot back out from the process or else your name will be blacklisted from all placement drives conducted by ATPC.

All the Best

Prof. (Dr.) Ajay Rana

Director – ATPC & ASE

