

AGAPPE

Campus Recruitment – 2015 Batch

Date, Time & Venue	-	Will be informed through mail
Eligibility	-	B.Tech (Electronics/ Biomedical / Biotechnology) or M.Sc. Biochemistry / M.Sc Biotechnology / M.Sc Microbiology / MBA
Package	-	3.5 to 4.0 (CTC)

Profile -1

Job Profile- Management Trainee (Application)

About Company

Agappe Diagnostics Limited with dedication and quality commitment for last 20 years is a fastest growing In Vitro Diagnostic company in India. AGAPPE has an employee strength of over 400 people with a Distributor strength of over 250 who are spread across India and over 20000 loyal customers. Today AGAPPE is considered as one of the largest Manufacturers of Clinical Chemistry Reagents in India and the third largest in terms of market share in Clinical Chemistry Reagents. AGAPPE's products are exported to over 51 countries in Asia, South East Asia, the Middle East, Africa, Latin America and regions in Europe.

Designation

Management Trainee (Application)

Role

Application Support Executive (Field job to provide application related support to customers)

Key responsibilities

- Provide application training to customers for company's diagnostics equipments.
- Application related complaint handling of reagents & equipments at customer site.
- Application of our reagents on others & our fully automated analyzers in view of developing new business & new accounts.
- Joint working with field staff to develop big accounts and corporate customers for specialized products.

- Organize training class in bimonthly meetings and provide application training to sales executives.
- Analyzing Parameters on competitor's instruments for Application Standardization for Validation.
- Promote the marketing activities, facilitate and participate in the marketing and promotional events.
- Collect market information related to competitor activities and strategies
- Provide support for implementing company's sales and marketing strategies.
- Submit the daily call reports with required information and travel expense claims on time.
- As a responsible employee, follow the company policies and ethics.

Experience

Dynamic technically sound fresher's with a flair for customer service will be considered.

Profile -2

Job Profile- Management Trainee (Sales)

About Company

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Designation

Management Trainee (Sales)

Role

Sales Executive (Responsible to achieve the targeted sales in the assigned area)

Key responsibilities

- As an area sales executive, sell the Diagnostic Reagents and diagnostics equipments in the assigned area/territory to achieve the targeted sales.
- Meet the customers and prospects and promote the entire range of products of the company
- Manage the distributors
- Collect the payments and complete the documental formalities required to execute the order.

- Product demonstration to the customers
- Promote the marketing activities, facilitate and participate in the marketing and promotional events.
- Collect market information related to competitor activities, products and strategies
- Ensure that company's sales and marketing strategies are implemented thoroughly.
- Submit the daily call reports with required information and travel expense claims on time.
- As a responsible employee, follow the company policies and ethics.

Experience

Dynamic result oriented fresher's with a flair for sales will be considered.

How to Apply?

1. Eligible and Interested Students need to apply on the below given link latest by 31st July 15 by 3:00 pm

https://docs.google.com/forms/d/1p5s7EZUjAVNzlxonnu2zQXTMZbBOm4GDrEYWuCrK7J4/viewform?c=0&w=1&usp=mail_form_link

2. Once applied students cannot back out from the interview process or else he / she will be blacklisted from all future campus placement opportunities.

My Best Wishes

Dr. Ajay Rana

Director