



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA

AMAZON Campus Recruitment - 2019 Passing Out Batch

Company	AMAZON
Website	www.amazon.com
Batch	2019 Passing Out Batch
Joining	After Exams
Date of Campus	16 th May 2019 (In Campus) Venue & Reporting will be updated shortly
Job Title	Profile 1 Team Lead – Sort Center Operation Profile 2 Team Lead-Last Mile Operation Profile 3 Channel Team Lead
Eligible Degrees n Branches	Profile 1 – BTech (Mechanical n related branches) or MBA (Operations) Profile 2 – MBA (ALL) Profile 3 – MBA (ALL) (With 1 year to 3 years of experience) Good communication skills. (MUST)
Eligibility Criteria	No % Criteria
Other Details	<ul style="list-style-type: none"> • Availability to work on flexible shifts • Tech savvy –MS office, Excel, CRMs, ERPs. • Ready to travel and be mobile across the territory/region/zone. • Proven analytical skills and demonstrated ability to manage the business “by the numbers”. Must be metrics-driven. • Demonstrated active listening skills and solutions-oriented. Entrepreneurial drive and demonstrated ability to achieve stretch goals in an innovative and fast-paced environment.
Role n Responsibility	Profile 1 – <ul style="list-style-type: none"> • Defining the transportation process from FC to Sortation Center and finally to Delivery stations for meeting customer promise • Ensure enough bandwidth in sortation team to ensure peak time delivery management • Conduct the performance appraisals of the station supervisors and mentor them for handling efficient operations • Continuously improve the through put and attain a sustained level of delivery performance improvement • Analysis of the data reports to identify performance bottlenecks and improve the performance • Implement the formal process control and process improvement mechanisms such as Kaizen • Basic understanding of safety, quality and facility protocols to follow

in warehousing sector

- Elimination of waste and execution of defined processes to run a lean well-managed facility with efforts towards increasing productivity
- Work closely with suppliers, safety, security, etc. and internal customers to drive facility towards customer order fulfilment
- Innovative outlook to keep on looking for better and faster transportation plans to connect packages to customers faster with minimal cost increment
- Ability to set stretch operational goals building detailed roadmap to track their progress

Profile 2

- Defining , building and executing the delivery process from delivery station to customer address
- Ensure enough bandwidth in territorial delivery team to ensure peak time delivery management
- Engage closely with the delivery team including associates, developing and maintaining a highly motivated and performance driven team.
- Continuously improve the delivery process and attain a sustained level of delivery performance, through process and training improvements. Initiates improvements to enhance quality standards, reduce waste, and eliminate unnecessary work.
- Analysis of the data reports to identify performance bottlenecks and improve performance
- Implement the formal process control and process improvement mechanisms such as Kaizen

Profile 3

- Market mapping and Identification of potential retail stores for time bound Acquisition, induction and onboarding of new accounts (I.H.S stores) in the assigned territory.
- Managing and driving the growth of the Channel partners/stores' business with Amazon. Build and execute on a strategic account plan that delivers on key business opportunities for the stores and Amazon.
- Visiting targeted number of stores on a daily/weekly/monthly basis.
- Deliver training & coaching of Amazon processes, products, operating model and SOPs.
- Work on the ground to enable network with new product launches and collaborate with the operations and other teams.
- Maintaining & publishing routine reporting on the stores current performance & business with Amazon.
- Publish recommendations and action plans based on data. Reporting the overall Network Health in the assigned territory.
- Building and managing a multi-layer team and manage performance through on-the-job coaching and mentoring.
- Driving team of associates for managing their targets.
- Set proper expectations, provide clear status communications, and manage relationships with the acquired/assigned stores for a

	<p>mutual growth.</p> <ul style="list-style-type: none"> • Work with Stores/channel partners to improve operational aspects of their business in providing a great delivery experience and consistently enhance efficiency. • Enhance Engagement with accounts to improve business and increase retention. • Drive stores against goals (Volume, FTR and other key metrics). • Handling day-to-day operational escalations and be available to round theclock to manage the issues. • Internal/External Stake holder management. • Support station operations and/or customer deliveries.
Location	PAN INDIA
Compensation (CTC)	Freshers-4 LPA (Fixed) + Benefits Experienced-5 LPA(Fixed)+ Benefits
How to Apply?	<p>Interested and eligible students need to apply on the link given below latest by 5th May 2019 by 6:00 PM</p> <p>Click here to apply</p> <p>Late entries will be automatically deleted.</p>

My Best Wishes are with you!

Prof. Dr. Ajay Rana

Advisor