



AMITY TECHNICAL PLACEMENT CENTRE

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

RAYMOND Interview Schedule – 2018 & 2019 Batch

Company Name	RAYMOND
Website	https://www.raymond.in
Batch	Batch 2018 & 2019 Passed out
Date of Interview	9 th July 2019
Eligible Degrees	MBA/ (PGDM, 2years) Diploma in Sales & Marketing/Business Management
Interview Venue	Royal Residence (A unit of Royal Hospitality & Management Services Pvt Ltd) Plot no:- 10/10, Block- J,DLF phase- II , M.G.Road ,Gurgaon (Haryana)
Time of Reporting	9:00 AM
Eligible Branches	Marketing / Sales / Business Management
Job Title	Management Trainee
Joining	Immediate
Location	Pan India
Salary Package (CTC)	INR 6.80 LPA + 50K Retention Bonus
Job Responsibilities	<ul style="list-style-type: none"> • Defining the beat plan for every sales representative • Primary and secondary sales as per the budget • Being abreast (alongside) of competition and actively reporting the same • Plan the new product launch and ensure qualitative distribution Market analysis • Effective utilization of secondary budgets and timely submission of claims • Effective reporting as required • Effective implementation of sales promotion activities • Managing the distributor. Evaluation of distributors • Stock management at distributor level • Own the loyalty programs (not to let go of distributor) • Relationship building in key outlets • Coaching and motivating the sales representative & ownership of team performance • Managing consumer complaint • Review for self and team • Hire, train and appraise sales staff in line with company policy • Recruiting and replacement of Sales Representatives, managing attrition

My Best Wishes are with you!

Dr. Ajay Rana
Advisor