



VODAFONE IDEA LIMITED
Campus Recruitment - 2020 Passing Out Batch

ONLY FOR UNPLACED STUDENTS

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| Company | VODAFONE IDEA LIMITED | | |
| Website | www.vodafoneidea.com/ | | |
| Batch | 2020 Passing Out Batch | | |
| Joining | Jan 2020 | | |
| Date of Campus | Will Be Informed Later | | |
| Reporting Time | Will Be Informed Later | | |
| Venue | Will Be Informed Later | | |
| Job Title | Profile 1 : GET Profile 2 : MT | | |
| Eligible Degrees & Branches | Profile 1 : B.Tech EEE / ECE / ET/ E&I Profile 2 : MBA – All Branches A. Territory Sales Manager B. Store Manager C. Enterprise Service | | |
| Eligibility Criteria | 10 th 12 th Graduation Post-Graduation | - No % Criteria - No % Criteria - No % Criteria - No % Criteria | |
| Location | Gujarat | | |
| Compensation (CTC) | Profile 1 : 3.5 LPA Profile 2 : 4.5 LPA | | |
| Roles & Responsibilities | Profile 1 : <ul style="list-style-type: none"> Network Engineers are responsible for designing, implementing, monitoring and managing the local and wide area networks of an organization to ensure maximum uptime for users. The role can include designing system configurations, documenting and managing the installation of a new network, and maintaining and upgrading existing systems as necessary Establishes and maintains network performance. Builds net configurations and connections. | | |

- Troubleshoots network problems.
- Establishes networking environment by designing system configuration and directing system installation.
- Defines, documents, and enforces system standards.
- Maximizes performance by troubleshooting network problems and outages and scheduling upgrades.
- Updates data servers and network equipment.
- Collaborates with network architects on network optimization.
- Secures network system by establishing and enforcing policies and defining and monitoring access.
- Updates job knowledge by participating in educational opportunities, reading professional publications, and participating in professional organizations.
- Accomplishes information systems and organization mission by completing related results as needed.

Profile 2 :

A.

- Deliver Sales Target for all products voice prepaid/ postpaid data, VAS, handsets etc. by executing the distribution strategy at the channel-partner level
- Monitor quality of acquisition through the distribution channel schemes & programs
- Ensure availability of stock at retail, while adhering to the norms
- Achieve zonal revenue target for the distribution channel across all products
- Achieve retail (MBO) expansion targets through increase in number of outlets in existing and new geographies
- Execute promotional activities for channel partners to drive sales market and build market credibility

B.

- Achieve Sales target for all products (Voice- Post –paid / prepaid data, VAS , handsets etc .) at store.
- Ensure and monitor quality of acquisition through the store
- Deliver revenue targets for the store
- Increase revenue per footfall by adding customers purchase decisions
- Achieve profitability (Return on Investment) targets for the store
- Minimize losses from pilferage (Wastage) and shrinkage (unidentified losses)
- Manage churn and achieve customer satisfaction for walk-in customers
- Ensure adherence to store processes in terms of documentation and systems
- Ensure infrastructure / store upkeep
- Maintain availability of stock at the store while adhering to norms
- Ensure appropriate placement of pop-ups and product displays at store

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|----------------------|---|
| | <p>C.</p> <ul style="list-style-type: none"> • To lead end to end service delivery life cycle for Mobility and IOT customers thereby ensuring benchmark levels for enterprise customers • To meet customer satisfaction level by meeting the committed delivery timelines with support from cross functional teams • Managing and delivering on the performance metrics for Acquisition, On boarding and service support functions yielding higher C-Sat and reduced Complaints and calls • Ability to drive projects from scratch with a customer centric and a consultative attitude • Drive fresh acquisitions / migrations / MBP / Managed Mobility & Be- Spoke projects • Governance and process adherence for effective project management • Execute end to end operational process and procedures for effective project delivery • Ensure continual engagement with different stakeholders to meet timelines • Drive quality, audit initiatives and raise the benchmark continuously to improve customer experience |
| How to Apply? | <p>All interested and Eligible students need to apply on the link below latest by 22TH December 2019, 10 PM</p> <p><u>CLICK HERE</u></p> |

My Best Wishes are with you!

Prof (Dr.) Ajay Rana

Ph.D (CSE) & M.Tech (CSE) - Two Time Gold Medalist
SMIAENG, SMIACSIT, LMISTE, LMPF, LMCSI & MIET (UK)

Senior Vice President – Amity Education Group

Dean – Industry & Academia Alliance

Advisor – Amity Education Group