



## AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA  
MUMBAI | RAIPUR | RANCHI | KOLKATA | PATNA

### **RELIANCE Retail Ltd.**

### **Virtual Campus Placement- 2022 Passing Out Batch**

**Only for Students of Amity Education Group**

**Only for Unplaced & Eligible Students**

**Last Date to Register – 18<sup>th</sup> Jan 2022 ( 2PM )**

<b>Company</b>	Reliance Retail Ltd.
<b>Website</b>	<a href="http://www.ril.com">www.ril.com</a>
<b>Batch</b>	2022 Batch
<b>Date of Process</b>	19 <sup>th</sup> Jan 2022
<b>Job Title</b>	Management Trainee
<b>Eligible Degrees</b>	MBA
<b>Eligible Branches</b>	Role 1 - General / Marketing / Retail  Role 2 – Operations / Operations Research  Role 3 – Operations  Role 4- Marketing
<b>Job Description</b>	<b>Role 1</b> <ul style="list-style-type: none"><li>• Manage the category buying, review category performance, analyse trends, forecast sales and stock levels and support the achievement of targeted turnover &amp; margins</li><li>• Know the category performance thoroughly and have grip of the merchandising/ business strategy</li><li>• Margin Achievement:<ul style="list-style-type: none"><li>a) Understand margins used in the market by competition and ensure we maximise margins without affecting topline. Sharing key findings with Category manager</li><li>b) Continuously look for opportunities and develop customer group with sustainable high margin sales</li></ul></li><li>• Promotions/ Pricing:<ul style="list-style-type: none"><li>a) Conduct post promotion review, get inputs from operators and give feedback to Category manager</li></ul></li></ul>

- b) b) Conduct weekly price comparisons with competition on key lines

## **Role 2**

- Review Store and DC in-stock and take corrective actions wherever required
  - a) Overall in-stock levels at stores and DCs
  - b) Essential in-stock levels at stores and DCs
  - c) Validate high value POs and release to vendors
  - d) Check where POs are not generated and raise the same. Correct the root cause
  - e) Raise manual POs to support sales
  - f) Ensure Jiomart catalogue line availability
- Promotion planning/ Special events / Jiomart events
  - a) Determine additional POs to be given to vendor and follow-up
  - b) Monitoring and raising Emergency POs/ Forecast adjustments
- Vendor Collaboration
  - a) Weekly concall with top 20 vendors
  - b) Follow-up with all vendors for low VFR lines
  - c) PO extensions or modifications based on vendor requests
  - d) Analyse and prepare reports for top 20 vendor meetings
- Maintenance of replenishment parameters
  - a) Add/ Remove and monitor Vendors not on Auto approval
  - b) Forecast management and adjustments
- Category co-ordination
  - a) Weekly meeting with category to review in-stocks and VFR
  - b) Prepare issue escalation reports
  - c) Promo specific requirements and manual POs
- Maintenance of DOH at stores and DCs
  - a) Monitor slow moving and ageing inventory and take corrective actions\
  - b) Intimate category for liquidation of promo left overs

## **Role 3**

Work closely with Merchants and Operators and be responsible for formal specific strategy and driving profitability through:

1. Consumer Research - Gathering market insights, Tracking competition on various products / promotions / New Markets
2. Merchandising Projects – Building thoughts for product / category specific growths based on consumer research
3. Execution – Drive execution of national projects, creating tracker, reviews and advise on amplifying sales and margins.
4. Analytics – Data Analysis, creating trackers, presenting the same to leadership with key actionables

## **Role 4**

- New Product Introduction Plan – Vendor Identification / Cost

	<div>Negotiation / Coordination with Various Internal Teams /</div> <ul style="list-style-type: none"><li>• Build Sales Plan / Pricing across channels.</li><li>• Availability/Production Plan /Supply chain - Daily/Weekly view</li><li>• Manage Demand and Supply : Order follow up - timely delivery of placed orders/ PO release/ GRN / Vendor account reconciliations</li><li>• Cordial relationship with several stake holders – Internally and externally.</li><li>• Monthly and Weekly Reporting : Data Analysis.</li><li>• Competition Benchmarking: against other retailers and brands.</li><li>• Range Rationalization: Refresh the Category: Analyses and removes Non Performers.</li><li>• Participate in all ongoing company projects Like current SAP costing Module</li></ul>												
Skills Required													
Compensation (CTC)	CTC - 5 LPA [4 LPA Fixed+ 25,000 PLI+ 75,000 Retention Bonus (Retention bonus will be paid and merged with CTC after 1 year) ]												
Recruitment Process	<ul style="list-style-type: none"><li>• Online Test</li><li>• Interview</li></ul>												
How to Apply?	<div>All interested and Eligible students need to apply on the Link Below</div> <table><tr><td></td><td>Link to register</td><td>Last Date to Register</td><td>Time</td></tr><tr><td>Registration Link ( Mandatory)</td><td><a href="#">CLICK HERE TO REGISTER</a></td><td>18<sup>th</sup> Jan 2022</td><td>2 PM</td></tr><tr><td>Profile Registration ( Mandatory)</td><td><a href="#">CLICK HERE TO APPLY</a></td><td>18<sup>th</sup> Jan 2022</td><td>2 PM</td></tr></table> <div>Applicants can mention Graduation as their highest education</div> <div>Note - Student will get a unique registration number when they will register on the 1<sup>st</sup> Link and this registration number will be required to apply on the 2<sup>nd</sup> Link.</div> <div>It is mandatory for students to register on both the links. Students who fail to register on both the links will not be allowed to participate.</div>		Link to register	Last Date to Register	Time	Registration Link ( Mandatory)	<a href="#">CLICK HERE TO REGISTER</a>	18 <sup>th</sup> Jan 2022	2 PM	Profile Registration ( Mandatory)	<a href="#">CLICK HERE TO APPLY</a>	18 <sup>th</sup> Jan 2022	2 PM
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*Our Best Wishes are always with you*

**Team ATPC**

**Amity Technical Placement Centre (ATPC)**  
**Centralise Placement Division of Amity Education Group**

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