

Dr. Ayush Srivastava
Assistant Registrar
Nodal Officer-Training & Placement



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18th May, 2021

To,

The Directors/Principals,
Colleges affiliated/associated to Dr. APJ Abdul Kalam Technical University
Lucknow, Uttar Pradesh

Subject: Regarding “Jhandewalas Group” hiring opportunity for BBA and MBA students of 2020 and 2021 passed out/ passing out batch

Dear Sir/Ma’am,

Please to inform you that as part of hiring process for **BBA and MBA of 2020 and 2021 passed out/ passing batch**, company “**Jhandewalas Group**” wish to invite the students of AKTU affiliated colleges for this drive. Please find invitation and link for the participation of students as per the details attached herewith in (Annexure- A). You are requested to kindly go through and encourage the students for registration latest by **20th May, 2021**.

ERP Link: erp.aktu.ac.in (Mandatory)

If you have any concern, you are requested to feel free to write at tnp.aktu@aktu.ac.in

With warm regards,

(Dr. Ayush Srivastava)
Assistant Registrar
Nodal Officer – Training & Placement

Copy to:

1. Registrar, AKTU, Lucknow
2. Finance Officer, AKTU, Lucknow
3. Controller of Examination, AKTU, Lucknow
4. Dean Student Welfare, AKTU, Lucknow
5. Media Prabhari, AKTU, Lucknow
6. Technical Officer, AKTU, Lucknow
7. In-charge Placements, AKTU, Lucknow
8. Staff Officer, Hon’ble Vice Chancellor for kind information

(Dr. Ayush Srivastava)

Campus Placements 2021	
Job Notification Form	
COMPANY OVERVIEW	
Name of the Company	Jhandewalas Group (125 years old group) Unit Name: Naman Foods
Website / Other source of Information	www.namans.co.in
Company Type	FMCG
Brief write-up on the Company (50 to 75 words)	Jhandewalas Foods Limited with its sister concern Hari Narayan Gyarsilal which is 125 years old firm create a Naman brand to reach an increased consumer base and for instant recall. He also believes that for the success of this approach, the employees would need to develop a different mindset; a new, set of competencies need to be nurtured and a culture of meritocracy has to take over. Mr. Kulwal is providing the leadership for this transformation by introducing and implementing several initiatives for organizational change such as induction of right talent, implementation of technology, introduction of focused consulting, strengthening a performance oriented culture and introduction of work processes that impacts the employees and their productivity.
JOB PROFILE	
Job Designation	1.Sales Coordinator 2.Marketing Executive
Job Description	<p>A sales coordinator is a manager that implements sales policies, has the role of supporting the sales team to achieve the targets imposed by the company and tries to determine, together with the clients and the management, the business requirements. He/she must maintain a good relationship with the clients, the distributors and the sales agents. He/she also has to perform administrative duties (such as offers, proposals, agreements or reports).He/she has to keep sales records, modify retail prices and costs in order to assure the success of the marketing strategies. This job can be performed in a variety of fields, from manufacturing to retail.</p> <p>What are the duties and the responsibilities?</p> <p>- First,he/she has to support the sales team in attaining targets; in this respect, the sales coordinator has to</p>

	<p>execute a great marketing strategy: starting with market research, analysis and evaluation, continuing with new proposals and changes.</p> <p>- He/she also has to maintain a good relationship with the existing customers as well as trying to find new ones. He/she will interact with clients over the phone or face to face and solve their problems. Sometimes, he/she might be responsible for handling complex issues regarding complaints of sold products.</p> <p>- A sales coordinator must communicate permanently with the regional sales team, to coordinate and respond to all requests at the internal meetings and provide an efficient work environment. After discussing sales policies and targets with the management, he/she has to communicate these to the other departments.</p> <p>- Another responsibility would be to organize interviews and training sessions for the employees.</p> <p>Skills and qualities</p> <p>The most important quality one needs to get this job is to be result-oriented; for this, he/she needs to possess strong communication skills, to be persuasive and polite at the same time. Beside this, a sales coordinator must be a very hard-working person, able to work under pressure and meet deadlines. He must be able to build a strong relationship with the department he will run and for this; he must be flexible, preserve confidentiality and be able to work in a team as well as alone.</p> <p>2. Marketing Executive</p> <p>should be an MBA and well versed in marketing skills. Marketing executive will perform various marketing activities for organization and product growth. Person should be open for new and innovative ideas and should come up with innovation for marketing including strategy making and implementation.</p>
Place of Posting	Jaipur (Rajasthan)
Key Responsibilities:	Sales & Marketing
Type of Placement	Jaipur (Work from home for outstation candidate till pandemic)
SALARY	
Cost to Company (CTC)	<ul style="list-style-type: none"> • Sales Coordinator :-Upto 22k(in Hand) • Marketing Executive :- 20 K
Training Period	NA
Salary / stipend paid during training	NA

Bond or Service Contract (If Yes, give details)	NA
SELECTION PROCESS	
Shortlist from Resumes	
Written Test (Technical / Aptitude)	NA
Group Discussion	NA
Personal Interview	YES
Minimum Number of Offers You intend to make	20
Eligible Department and Program	BBA /MBA 2020/2021
Specific Eligibility requirement (Please mention)	Ready to relocate Jaipur After Pandemic
Date & Time of the Drive	22 th May 21
Venue	Online interview.
Expected Joining (dd/mm/yyyy)	Immediate