

Dr. Ayush Srivastava
Assistant Registrar
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Ref: AKTU/UIIC/2021/476

12th July, 2021

To

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

Subject: Regarding “Prism Johnson Limited” hiring opportunity for MBA from 2019/2020 /2021/2022 pass out/passing out batch.

Dear Sir/Ma’am,

Please to inform you that as part of hiring process for MBA from 2019/2020/2021/2022 pass out and passing out batch. Company “**Prism Johnson Limited**”. 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 **14th July-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)

Annexure- A

Campus Placements 2021	
Job Notification Form	
COMPANY OVERVIEW	
Name of the Company	Prism Johnson Limited
Website / Other source of Information	http://prismjohnson.in
Company Type	Building Materials
Brief write-up on the Company (50 to 75 words)	Prism Johnson Limited (Formerly Prism Cement Limited) is one of India's leading integrated Building Materials Company, with a wide range of products from cement, ready-mixed concrete, tiles, bath products. The company has three Divisions, viz. Cement, H & R Johnson (India), and RMC (India). The equity shares of the company are listed on the Bombay and National Stock Exchanges.
JOB PROFILE	
Job Designation	Executive Management Trainee - Sales
Job Description	<p>Executive Management Trainee also known as Territory sales executives will have ownership of a territory with defined sales volume. Extremely critical role for strengthening and improving channel quality of dealers and retailers through regular counter visits, relationship building and timely collections. Other responsibilities include margin optimization, new market development, logistics cost reduction and efficient lead management in collaboration with the territorial Technical, Logistics, Branding teams.</p> <p>Principal accountabilities</p> <p>Accountability:</p> <p>Supporting actions</p> <ul style="list-style-type: none"> • Responsible for achieving sales targets of the territory • Ensure timely payment by dealers • Monitor outstanding of the dealers • Review bad debt and take action against defaulting dealers • Ensure dealer payments through RTGS <p><u>Channel excellence</u></p> <ul style="list-style-type: none"> • Ensure market visits: <ul style="list-style-type: none"> ○ A Class Dealer – visit weekly ○ B Class Dealer – once a fortnight ○ C Class Dealer/Authorized Retailer – once a month • Maintain continuous focus on improving overall dealer productivity • Improve channel management for better discipline in the market

	<ul style="list-style-type: none"> ☐ Provide accurate representation of competitive scenario ☐ Ensure timely resolution of dealer complaints ☐ Keep track of dealer counters lost ☐ Ensure volume growth in districts <p><u>Increase in premium products</u></p> <ul style="list-style-type: none"> ☐ Ensure sale of premium product ☐ Ensure price premium <p><u>Pricing premium</u></p> <ul style="list-style-type: none"> ☐ Ensure price premium ☐ Provide required market intelligence (WSP/RSP) to the Territory Sales Manager/Branch Managers ☐ Implement the set price in the market and prevent price discounting by large dealers <p><u>Demand generation</u></p> <ul style="list-style-type: none"> ☐ Manage leads obtained from the technical team effectively ☐ Maintain track of leads collected and converted ☐ Maintain track of Mason, Dealer, Retailer meetings organized ☐ Maintain track of number of calls by Architects and Engineers <p><u>Secondary logistics management</u></p> <ul style="list-style-type: none"> ☐ Ensure cost-effective logistics operations and seamless materials movement to maintain sufficient inventory levels at each service depot/distribution channel. ☐ Manage Firing Ratio and damaged stock <p><u>People development</u></p> <ul style="list-style-type: none"> ☐ Promote customer-centric culture (both internal-with employees and external- with Channel partners) <p><u>Compliance</u></p> <ul style="list-style-type: none"> ☐ Ensure compliance with statutory requirements such as sales tax, commercial tax, entry tax, VAT, shop and establishment acts, etc., consistent with group values
Place of Posting	Lucknow, Kanpur, Prayagraj, Varanasi (Territory)
Key Responsibilities:	<p>Knowledge:</p> <ol style="list-style-type: none"> 1. Product Knowledge 2. Territory Knowledge 3. Channel Management 4. Price Management 5. Reporting Mechanism 6. Role of Cross functional Department (Logistics/BI/Services/) 7. HR policy 8. Company Policy and Procedure 9. Competitor Knowledge <p>Skills:</p> <ol style="list-style-type: none"> 1. Microsoft Office (Word, Excel, Ppt) <p>Required Competency:</p> <p>1) Business/ management skills: Planning and Organizing Guiding sales opportunities</p>

	2) Interpersonal effectiveness: Building customer relationships High impact communication 3) Personal attribute: Authenticity Passion for result Ownership Adapdability
Type of Placement	Offline
SALARY	
Cost to Company (CTC)	5.75 LPA
Training Period	6 Month
Salary / stipend paid during training	5.25 LPA
Bond or Service Contract (If Yes, give details)	NA
SELECTION PROCESS	
Shortlist from Resumes	Yes
Written Test (Technical / Aptitude)	Yes
Group Discussion	NA
Personal Interview	Yes
Minimum Number of Offers You intend to make	200
Eligible Department and Program	MBA 2019/2020/2021/2022 batch
Specific Eligibility requirement (Please mention)	Aggregate score 60% & above.
Date & Time of the Drive	Tentatively 15 -July-2021
Venue	Will be decide after shortlisting
Expected Joining (dd/mm/yyyy)	Immediate.