Videocon
Campus Recruitment 2015 Passing Out Batch

Company Name  
Videocon

Website  
http://www.videocon.com

Eligibility  
B.Tech (All Branches)

Profile details are as below -

Designation  
Sales Officers

Qualification  
Graduate (B.Tech/B.E.) irrespective of stream

% Criteria  
B.Tech - Min. 50% Throughout

Compensation  
Rs. 3.00 LPA + Incentives (travel reimbursement is additional)

Location  
Depends on Applicant’s Domicile / Requirement

They have opportunities across 10 states in India:

1. Punjab
2. Rajasthan
3. Uttar Pradesh
4. West Bengal
5. Gujarat
6. Madhya Pradesh
7. Karnataka
8. AP/Telangana
9. Tamil Nadu
10. Kerala

Brief of Profile -

- Role is to primarily increase, Secondary Sales, Width of Distribution (WOD) retailer base in line with the business plan as per the Branch Manager
- Understanding market dynamics, own product portfolio and competition
- Retailer Management & Network Expansion
- Providing complete assistance to Retailers within the assigned territory to ensure secondary sales placement, timely product supply, brief of product USP, Pricing Structure, Schemes etc.
- Ensuring faster solutions to the retailers on behalf of the Distributors/Retailers for their requirements, to ensure satisfaction particularly in issues pertaining to customer service, logistics etc.
- Identifying new markets and retailers & explore possibilities for expanding the channel sales network
Weekly / Daily report / Customer Grievances & Feedback to Area Sales Manager for quicker resolutions & action plan.

- Visit retailers (new & old) in the assigned territory everyday to register Sales orders on a regular basis to achieve daily / weekly Sales Targets

- Preparing Market Report on information pertaining to Competitors Network Schemes, Promotional Activities, Pricing, New Product Launches, Product Performance Feedback and submitting it within the system

**How to Apply?**

1. Interested candidates need to apply on the link given below before 4:00 pm, 28th July 15 (Tuesday)

   https://docs.google.com/forms/d/1z8D8YZ10p8wY1Gsy5mPYQT2cPGWY0K0_QD-30f4YUp8/viewform?c=0&w=1&usp=mail_form_link

2. Once applied you cannot back out from the process or else your name will be blacklisted from all placement drives conducted by ATPC.

**All the Best**

Prof. (Dr.) Ajay Rana

Director – ATPC & ASE