



AMITY TECHNICAL PLACEMENT CENTRE

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

Philips Domestic Appliances

Virtual Campus Recruitment – For 2022 Passing Out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register – 19th May 2021, by 5 PM

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| Company | Philips Domestic Appliances |
| Website | www.philips.co.in |
| Batch | 2022 |
| Date of Campus | Will be informed later |
| Job Title | Sales Trainee |
| Eligible Degree | MBA Sales & Marketing |
| Eligibility Criteria | 60% throughout in class 10 th , 12 th , Graduation & Post-Graduation |
| Full Time Employment | Full Time |
| Joining Date | June 1st week |
| Comensation | <ul style="list-style-type: none">• Sales Trainee Stipend: 40k INR per month for the duration of sales trainee program• Upon confirmation as Sales Officer at CG 30 grade in Philips or Preethi brand: CTC will be INR 8,65,000/- (fixed plus sales incentive put together) |
| Other Skills Required (If any) | <ul style="list-style-type: none">• Duration of Sales Trainee program will be 6-9 months, where participants will get an opportunity to learn on the job in sales function• During/Post completion of Sales Trainee period, participants will get placed in the base location based on the available vacancies anywhere in India across Philips or Preethi brands |
| Recruitment Process | Face to face interview |
| Roles & Responsibilities | <p>Key Roles and Responsibilities:</p> <ul style="list-style-type: none">• Develops, maintains and improves relations with existing and potential customers in the assigned district/area |

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| | <ul style="list-style-type: none"> • Responsible for sales of the assigned portfolio of products within an assigned geographic territory, negotiating with clients, generating leads, qualifying prospects and managing sales of products and services • Achieves established revenue growth expectations within assigned territory, and achievement of monthly/quarter/annual selling out target in his/her area. • Develops and executes territory business plans driving product usage, brand recommendation (MOR, Most Often (Recommended), to meet and exceed direct sales targets • Partners with inside sales and marketing teams to optimize area coverage. Understands and selects the right promotional tactics to optimize sales, responsible for maximizing promotions • Conduct monthly/quarterly/annual business review with in his/her respected area • Focus on optimized product mix (push sales/volume) • Ensure orders are collected and Turnover targets are reached • Commercially co-responsible for developing business partnership with customers, focusing on developing consultative sales partnerships with the customers • Sell according to prices agreed by account management, and in accordance with commercial policy • Limited negotiation for mixed and decentralized accounts • Ensures queries are solved effectively balancing service and cost • Monitor customer stock situation, effectively manage “out of stock” situations, and monitors customer overdues. • Drives continuous improvements applying LEAN • Behavioural: Daily demonstration of the highest level of Philips Leadership competencies and behaviours. |
| Location | Pan India |
| Representative from ATPC (For Guidance/Query) | Ms Sangeeta Berry (7042292142) |
| How to Apply? | All interested & eligible students should apply on the link mentioned below – CLICK HERE TO APPLY |

All the Best!

Anjani Kumar Bhatnagar
Dy. Director - Amity Technical Placement Centre

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