



ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ RANDSTAD INDIA PVT.LTD.

NOTICE NO.: AJU/T&P/PG/0078/21-22

DATE: 10/05/2022

NAME OF COMPANY: RANDSTAD INDIA PVT.LTD.

PAYROLL COMPANY: RANDSTAD INDIA PVT.LTD.

Registration Deadline is 11:59 pm, 10th May 2022

ABOUT COMPANY:

Randstad India started in 1992 as Ma Foi Management Consultants Ltd, a Chennai-based HR service provider founded by K. Pandiarajan along with his wife.

In 2004, Dutch headhunting firm Vedior NV acquired Ma Foi Management Consultants to develop its business in Southeast Asia and West Asia. In 2005, Ma Foi merged its consulting and outsourcing businesses to form a separate subsidiary, Ma Foi Consulting Solutions Ltd, which was acquired by ADP, Inc. in January 2012.

Randstad entered India in 2005/2006, with back-to-back acquisitions of two Indian recruitment companies – 'EmmayHR' and 'Teams4U'

In December 2007, Randstad Holding NV acquired the operations of Ma Foi, through its \$5.14 billion acquisition of Vedior. By 2010, Randstad consolidated its Indian operations as the "Ma Foi Randstad" brand, by integrating the businesses of EmmayHR and Teams4U with Ma Foi. **Finally in April 2012, "Randstad India" brand replaced Ma Foi Randstad. In February 2015, Randstad India converted into a Private Limited Company. In October of that year, its Sri Lankan arm was acquired by Qness Corp.**

WEBSITE: <https://www.randstad.in/>

DESIGNATION: Assistant Manager

JOB LOCATION: Pan India

ELIGIBLE COURSE: MBA

ELIGIBLE PASSING YEAR: 2022

GENDER ELIGIBLE: Male & Female

SALARY PACKAGE OFFERED:

Designation	Years of exp.	CTC Package	Joining Bonus	Misc.
Assistant Manager	0 to 12 months	INR 672,000	N.A	i. Eligible for annual bonus incentives as per policy, over and above the CTC ii. Joining Bonus (if applicable) is one-time payment upon completion of 6 months of service
Assistant Manager	>12 months to 24 months	INR 756,000	INR 25,000	
Assistant Manager	>24 months	INR 812,000	INR 50,000	

JOB RESPONSIBILITIES:

Revenue Generation

- Acquire profitable clients for Randstad India for specific business LOB (Staffing/RPO/Selection) / Region
- Connect with client's key decision makers to understand manpower requirements and suggest profitable
- solutions
- Cross Selling and Up-Selling Randstad's portfolio of services
- Conduct Pricing and Contract (RPF/RPQ) and related negotiations with clients
- Contribute to client engagement

Market and Industry Mapping

- Gathering and Analyzing data pertaining to competitor pricing & services for the business/region
- Engage with influencers and decision makers on regular basis
- Identify opportunities to grow Randstad's market share and revenue
- Tracking new projects, competitors activities, performance and contribute to evolving new business models

Stakeholder management

- Coordinating with internal stakeholder for Business proposal/Contracts/Legal etc. for smooth coordination
- Ensure smooth transition of the client to various internal team e.g.
- operations/recruitment/finance/compliance/legal

- Manage process, SLAs and reviews with relevant stakeholders

TENTATIVE JOINING DATE/PERIOD: Post Completion of the Course

SELECTION PROCESS: Virtual

PROCESS OF REGISTRATION:

01. Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://forms.gle/4V1xSXHMJ7kFXJpA8>

02. Students registered with the T&P Department for placements, are only eligible.

03. Already placed & debarred students are not eligible.

04. Updated list of debarred students is available with the respective Faculty Coordinators.

05. Please note that it is mandatory to submit the above form to nominate successfully.

06. The form can be submitted only once, thus please be cautious while filling up the form.

07. The Resume File name must be student's own name.

08. Registration deadline for Nomination is 11:59 pm, 10th May 2022.

09. One student can Register only once, thus be cautious while registering.

10. Please Note: The Registration process will automatically turn off after the provided deadline.

11. You are advised to read & understand the disclaimer below before applying for this opportunity.

12. For queries you may email @ placements@arkajainuniversity.ac.in

Sd/-



HEAD – TRAINING & PLACEMENTS

Disclaimer: The above Notice is based on the information as shared by the employer. The employer reserves the right to change or modify the afore-mentioned job details without any prior information. The Training & Placement Department and the University will not be responsible for any deviation. Nominating or applying for the vacancy/job profile indicates your agreement to all the Terms & Conditions/Training & Placement Department Placement Policy, in these terms, as modified from time to time. Therefore students are strictly advised to read clearly & understand the Placement Policy (Procedural & Behavioural both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.