

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @ DABUR INDIA LIMITED

NOTICE NO.: AJU/T&P/UG/0084/22-23

DATE: 17/05/2023

NAME OF COMPANY: DABUR INDIA LIMITED

PAYROLL COMPANY NAME: DABUR INDIA LIMITED

Registrations will close on 18th May 2023 @ 11:59 pm

COMPANY PROFILE:

Dabur India Limited is the fourth largest FMCG Company in India with Revenues of over **Rs. 10,800 Crore** & Market Capitalization of over **Rs 100,000 Crore**. Building on a legacy of quality and experience of over **138** years, Dabur is today India's most trusted name and the world's largest Ayurvedic and Natural Health Care Company with a portfolio of over 250 Herbal/Ayurvedic products.

Known as the '**Custodian of Ayurveda**', Dabur marries age-old traditional wisdom with modern-day Science to develop products for consumers across generations and geographies. Dabur's FMCG portfolio today includes **8 Power Brands** with distinct brand identities.

Dabur Chyawanprash, Dabur Honey, Dabur Pudinhara, Dabur Lal Tail and **Dabur Honitus** in the Healthcare space; **Dabur Amla** and **Dabur Red Paste** in the Personal Care category; and **Réal** in the Food & Beverages category. In addition, **Vatika** is an International Power Brand.

Dabur today operates in key consumer product categories like **Hair Care, Oral Care, Health Care, Skin Care, Home Care and Foods**. The ayurvedic company has a wide distribution network, covering 6.7 million retail outlets with a high penetration in both urban and rural markets.

WEBSITE LINK: <https://www.dabur.com/>

NAME OF THE POSITION VACANT: Product Specialist

JOB DESCRIPTION:

- Detail healthcare products to doctors to positively influence prescribing and advocating behaviours.
- Ensure detailing coverage as per plan to meet targets.

KEY RESPONSIBILITIES:

RESPONSIBILITY AREA	Functions
TARGET RELATED ACTIVITIES	<ul style="list-style-type: none"> • Tracking brand wise target. • Identifying and establishing new business. • Develop coverage plan as per assigned targets.
SETTING JOURNEY PLANS	<ul style="list-style-type: none"> • Setting the own PJP. • Setting own MJP. • Attend initial development program.
MANAGING SALES DISTRIBUTION	<ul style="list-style-type: none"> • Meeting the target with detailing Ayurvedic and BE range. • Covering all A & B class doctors in localities. • Making the required number of doctors / chemists calls. • Retail call prescription audit at chemist. • Enhancing prescribing doctors to increase prescription. • Ensuring Stock availability at Chemist and Stockiest in co-ordination with retailing team.
PROBLEM SOLVING	<ul style="list-style-type: none"> • Detailing related (product knowledge , Microsoft Excel and computer skills) • Objection handling to meet doctors needs.
ADMIN ACTIVITIES	<ul style="list-style-type: none"> • Doctor and chemist database management. • Ensure daily reporting in Dabur LEAD. • Organise health camps, doctors meet.
SKILL SET	<ul style="list-style-type: none"> • Analytical Skills. • Detailing Skills • Planning & Communication • Relation Building and Trust • Product Knowledge
KPI's	<ul style="list-style-type: none"> • Category (Branded Ethicals) • Individual territory % growth over last year
LEARNING & GROWTH	<ul style="list-style-type: none"> • Product, Process & Market Understanding quiz (self)
INTERPERSONAL SKILLS AND PROCESS ADHERENCE	<ul style="list-style-type: none"> • Maintains good relationships with peers, seniors and trade and communicates effectively • Is able to adhere to Internal processes consistently

SKILLS PREFERRED:

- Good communication.
- Confident, self-motivated and Positive attitude.
- Excellent Business Sense and Professional Manner

ELIGIBILITY: B. Sc (Biotechnology)

- 60 % through out
- Willingness to work in front line sales
- Good Communication Skills, Numeric Skills & Excel Knowledge
- Personal Two Wheeler & Licence
- Open to relocation.
- Languages Known : English, Hindi

PASSING YEAR: 2023

REMUNERATION OFFERED: CTC INR 4.6 LPA (80% Fixed and 20% Variable)

JOB LOCATION: Pan India (the location given by the co. will be final and no request to change the location will be entertained)

GENDER: Both Male & Female

SELECTION PROCESS:

- Aptitude & Psychometric Test
- Group Discussion
- Personal Interview

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/YeCXZLU79PSBVCQ38>

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

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

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

05. The Resume File name must be the student's own name.

06. Registration will close on 18th May 2023 @ 11:59 PM.

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

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

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

10. For queries you may write a mail to placements@arkajainuniversity.ac.in.

Sd/-



HEAD – TRAINING & PLACEMENT

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 & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.