

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**  
**PLACEMENT OPPORTUNITY @SHRI KRISHNA COMMERCIAL**

**NOTICE NO.:** AJU/T&P/B.TECH/0046/22-23

**DATE:** 12/07/2023

**NAME OF COMPANY:** SHRI KRISHNA COMMERCIAL, JAMSHEDPUR

**PAYROLL COMPANY:** SHRI KRISHNA COMMERCIAL, JAMSHEDPUR

**Registration will close at 11:59 pm, 13th July 2023**

**COMPANY PROFILE:**

Shri Krishna commercial was formed in 2010 with a sole objective of becoming specialists in Electrical, Mechanical and Instrumentation product distribution. Since that time Shri Krishna commercial has grown many folds to become one of the best traders in Jharkhand, West Bengal region, Orissa region and Chhattisgarh region. In sync with the idea of becoming a leading one stop electrical product solution they have tied up with leading manufacturers of various electrical equipment. Presently they have expanded their footprint to Four States and tirelessly worked towards pan India.

**WEBSITE LINK:** <https://shrikrishnacommercial.com/company.php>

**DESIGNATION OFFERED:**

- Sales & Marketing Executive
- Back Office Executive

**COURSE ELIGIBLE:** B.Tech (ME & EEE)

**JOB ROLE & RESPONSIBILITIES:**

**Roles and Responsibilities for Back Office Executive:**

1. Conduct market research to identify potential manufacturers and evaluate their reliability, quality, and pricing.
2. Collaborate with clients to understand procurement requirements and develop appropriate sourcing strategies.
3. Request and analyse quotations, negotiate prices, terms, and contracts with manufacturers.
4. Maintain accurate records of purchases, and pricing.

5. Collaborate with the finance department to ensure timely payment to suppliers.
6. Monitor inventory levels and initiate purchase orders based on demand forecasts.
7. Build and maintain strong relationships with manufacturers to ensure timely and accurate delivery of goods.
8. Stay updated with industry trends, market conditions, and new procurement strategies.

#### **Roles and Responsibilities for Sales and Marketing Executive:**

1. Business Development: Identify and target potential industrial clients. Generate leads, build relationships, and expand the customer base within the industrial sector.
2. Relationship Management: Develop and maintain strong relationships with existing industrial clients. Provide exceptional customer service, address inquiries, resolve issues, and manage customer expectations. Nurture relationships to ensure customer satisfaction and encourage repeat business.
3. Sales Strategy: Develop and implement effective sales strategies to achieve sales targets and revenue growth. Identify market opportunities, industry needs and trends. Adjust sales tactics and approaches to maximize sales opportunities.
4. Product Knowledge: Gain in-depth knowledge of industrial products, services, and solutions. Understand the features, benefits, and applications of the products being sold. Effectively communicate product information and educate customers on product capabilities.
5. Negotiation and Closing: Negotiate contracts, pricing, and terms with clients to secure profitable business deals. Close sales by effectively presenting product offerings, addressing customer concerns, and overcoming objections.
6. Industry Networking: Attend trade shows, exhibitions, and industry events to build networks, showcase products, and generate leads. Stay updated on industry developments, technological advancements, and competitor activities.
7. Continuous Learning and Improvement: Stay abreast of industry trends, sales techniques, and product knowledge. Continuously develop skills through training programs and professional development opportunities.
8. Territory Management: Manage assigned sales territories effectively. Prioritize sales activities, plan customer visits, and allocate resources to maximize sales outcomes.

**ELIGIBLE PASSING YEAR: 2023**

#### **REMUNERATION OFFERED:**

Back Office Executive: CTC INR 1,20,000 up to INR 2,40,000

Sales and Marketing Executive: CTC INR 1,44,000 up to INR 3,00,000 + petrol Allowances

#### **JOB LOCATION:**

1. Back Office Executive: Jamshedpur

2. Sales and Marketing Executive: Jamshedpur, Odisha and Chhattisgarh.

**JOINING:** Immediate

**SELECTION PROCESS:** 1st round - Personal Interview  
2nd- Technical Round

**TERMS & CONDITION:**

- Students who are applying for a Marketing Profile must have a two-wheeler along with a valid license.
- For Back Office Good English communication skills, Basic Computer knowledge, Excel and Email Knowledge, and Excellent Google research is required.

**PROCESS OF REGISTRATION:**

01. Interested students need to register on the link given below, click on the link below 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/ccP9T55mvB19Kbiy8>

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 the student's own name.

08. Registration will close at 11:59 pm, 13th July 2023.

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 write a mail to [placements@arkajainuniversity.ac.in](mailto: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 and clearly understand the Placement Policy (Procedural & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.