

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**

**PLACEMENT OPPORTUNITY @ NARAIURAN**  
**CONTROLS (INDIA) PVT. LTD.**

NOTICE NO.: AJU/T&P/PG/0038/23-24  
DATE: 17/04/2024

NAME OF COMPANY: NARAIURAN CONTROLS (INDIA) PVT LTD  
PAYROLL COMPANY NAME: NARAIURAN CONTROLS (INDIA) PVT LTD

**Registration Deadline is 4:00 pm, 23<sup>RD</sup> April 2024**

**COMPANY PROFILE**

About Naraiuran Controls (India) Pvt. Ltd. (NCIPL) NCIPL is a part of NC group, an ISO 9001:2000 certified organization which was founded in 1997, started as a custom electrical engineering firm building control panels. NCIPL has come long way with determined effort to become a Turnkey solution provider in combining Electrical , Controls & Automation and IT within house expertise. We have rich experience in HT panels ,LT panels , Controls & Automation ,Project Visualization , Field & process instruments for Power, Water, Refineries, Petrochemical, Substation, Metals, Cement, Automobile, Fertilizers, Food, Chemical, Manufacturing & Process industries catering in all over Asia & Middle East region. Our single minded approach to bring excellence to the field of Turnkey Automation and our 24+ years of rich experience have brought us close to all customer, be it small or large multinationals. We seek to be with them, in their small needs and big leaps, sharing our knowledge and experience. There by, giving them the confidence to achieve their goals.

**OFFICIAL WEBSITE:** <http://www.naraiurancontrols.com/>

**JOB PROFILE DOMAIN- Sales Engineer- Electrical & Automation**

Business to Customers  
Business to Business.

**DESIGNATION:** Senior Galaxy Consultant

**Role:**

Enterprise & B2B Sales - Other Industry  
Type: Industrial Automation  
Department: Sales & Business Development  
Employment Type: Full Time, Permanent

**JOB DESCRIPTION:**

We are seeking a dynamic and results-driven Sales Engineer to join our team. This role will primarily focus on visiting clients within various manufacturing industries to understand their needs, present our Solutions & Services/Expertise/Products for revenue generation, and establish long-term relationships. The ideal candidate will have a strong technical background, complemented by an MBA, excellent communication skills, and a proven track record in sales.

**Responsibilities**

Conduct client visits to understand their requirements, promote our Solutions & Services/Expertise/Products, and provide customized solutions. 2. Develop and maintain strong relationships with existing clients, serving as their primary point of contact for all sales-related inquiries. 3. Identify new business opportunities and potential clients through market research, networking, and referrals. 4. Collaborate with the sales team to develop strategies for achieving sales targets and expanding our customer base.

**Requirements-**

Bachelor's degree in Engineering (B.Tech) with an MBA.

1. Strong technical aptitude and the ability to understand complex products/services.
2. Excellent communication and interpersonal skills, with the ability to build rapport and trust with clients.
3. Ability to work independently and as part of a team, with a proactive and results-oriented approach.
4. Willingness to travel extensively to meet clients and attend meetings, conferences, and trade shows.
5. Proficiency in Microsoft Office and CRM software.
6. Valid driver's license and a clean driving record.
7. Should have a vehicle for customer visits.

**Benefits:**

Competitive salary with performance-based bonuses - Comprehensive training and development opportunities to enhance your skills and career growth - Health insurance coverage for you and your family - Retirement savings plan with employer contribution matching - Flexible work hours and remote work options - Company-provided vehicle or mileage reimbursement for client visits - Opportunities for international travel and exposure to global markets - Collaborative and inclusive work culture that values innovation and teamwork Join our team and become a key contributor to our success as we continue to grow and innovate in the automation sector. If you're passionate about sales, engineering, and building lasting relationships with clients, we want to hear from you! Apply now by submitting your resume and cover letter detailing your relevant experience and why

**REMUNERATION DETAILS:**

Component	Amount (Per Month)	Amount (Per Annum)	
Basic Salary	20,000	240000	
House Rent Allowance (HRA)	5,000	60,000	
Variable Incentive (Based on Performance)	-	1,00,000	Will be quarterly for first two quarters and then it will be monthly based on targets Offered incentive is based on measurable parameters. Better performer can earn more too
Medical Insurance	-	5,000	
Travel Allowance	0	0	
Fixed incentive	0	50,000	Upon successful completion of 1 year. Fixed incentive can be claimed.
	25,000	455000	
Detailed breakup will be provided at the time of Selection			

WORK LOCATION- CHENNAI

**SELECTION PROCESS:**

1. PPT
2. Personal Interview

**ELIGIBLE COURSE: MBA**

**PASSING YEAR: 2024**

**Two wheeler with driving license Only for male candidates**

**TENTATIVE Month OF JOINING: June, 2024**

**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/sAd2H9wLtFBiTxEj8>

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

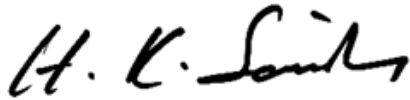
03. **Registration deadline for Nomination is till 04:00 pm, 23<sup>RD</sup> April 2024**

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

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

10. For queries you may WhatsApp @ 7200581816 (Mr.Ravikumar S J – General Manager T&P, AJU).

SD/-



**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.