

ARKA JAIN UNIVERSITY

TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @SHRI KRISHNA COMMERCIAL

NOTICE NO.: AJU/T&P/DIP/0034/23-24

DATE: 20/05/2024

NAME OF COMPANY: SHRI KRISHNA COMMERCIAL, JAMSHEDPUR

PAYROLL COMPANY: SHRI KRISHNA COMMERCIAL, JAMSHEDPUR

Registration will close at 11:59 pm, 21st May 2024

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>

JOB TITLE: Sales Engineer

LOCATION: Jamshedpur

ODISHA - Bhubaneswar, Angul, Barbil and Jajpur.

Chhattisgarh - Korba, Raigarh, and Jagdalpur.

JOB DESCRIPTION:

The company is seeking a dynamic and motivated Sales Engineer to join the team. The Sales Engineer will be responsible for driving sales growth by identifying and pursuing new business opportunities, as well as nurturing and expanding relationships with existing clients. The ideal candidate will possess strong technical knowledge in the fields of Electrical, Mechanical, and Instrumentation, coupled with excellent communication and negotiation skills.

RESPONSIBILITIES:

- Identify and pursue new business opportunities within the assigned territory.
- Build and maintain strong, long-lasting customer relationships.
- Understand customer requirements and propose suitable solutions from our product portfolio.

- Conduct technical presentations and demonstrations to showcase the features and benefits of our products.
- Collaborate with internal teams to ensure smooth project execution and timely delivery of products and services.
- Provide pre-sales and post-sales technical support to customers as needed.
- Stay updated on industry trends, market developments, and competitor activities.
- Achieve sales targets and objectives set by the company.

QUALIFICATIONS:

- Diploma in Electrical or Mechanical Engineering.
- Strong technical knowledge or understanding of industrial products and solutions.
- Excellent communication, and presentation skills.
- Ability to work independently and as part of a team.
- Willingness to travel within the assigned territory.
- Valid driver's license and own two-wheeler transportation required.

SALARY: CTC INR 1, 80,000 - INR 3, 00,000 LPA

BENEFITS:

- Yearly bonus after completion of one year in the company.
- Handsome incentives based on sales performance.
- Medical health insurance coverage.
- Petrol conveyance allowance.
- Travel Allowance (TA) and Daily Allowance (DA) as per company norms.

JOB TITLE: Back Office Executive

LOCATION: Jamshedpur

JOB DESCRIPTION:

As a Back Office Executive, the candidate will play a vital role in managing the end-to-end procurement process, ensuring the timely acquisition of quality products at competitive prices. The responsibilities will include identifying reliable suppliers, negotiating contracts, maintaining records, and optimizing procurement efficiency.

KEY RESPONSIBILITIES:

- **Market Research:** Conduct thorough market research to identify potential manufacturers, evaluating their reliability, quality, and pricing.
- **Sourcing Strategies:** Collaborate with clients to understand procurement requirements and develop effective sourcing strategies tailored to their needs.
- **Negotiation:** Request and analyse quotations, negotiate prices, terms, and contracts with manufacturers to secure favourable deals.
- **Record Keeping:** Maintain accurate records of purchases, pricing, and supplier communications for reference and auditing purposes.
- **Financial Coordination:** Work closely with the finance department to ensure timely payment to suppliers, optimizing cash flow and maintaining positive supplier relationships.
- **Inventory Management:** Monitor inventory levels and initiate purchase orders based on demand forecasts, preventing stockouts and excess inventory.
- **Supplier Relations:** Build and nurture strong relationships with manufacturers to ensure reliable and timely delivery of goods, resolving any issues that may arise promptly.
- **Industry Awareness:** Stay updated with industry trends, market conditions, and emerging procurement strategies to continuously improve procurement processes and outcomes.

QUALIFICATIONS:

- **DIPLOMA** in Electrical, Mechanical
- Strong negotiation skills with the ability to drive cost-saving initiatives.
- Excellent communication and interpersonal skills for building and maintaining supplier relationships.

SALARY: CTC INR 1, 80,000 UP TO INR 2, 40,000 LPA

BENEFITS:

- Yearly bonus after completion of one year in the company.
- Medical health insurance coverage.

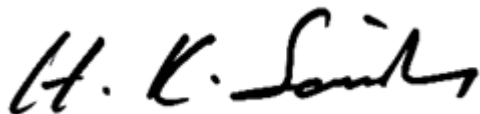
01. Interested students need to register on the link given below, click on the link below or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://forms.gle/tC4K3ApELcwkJMCMV9>

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, 21st May 2024.
- 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.

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.