

# ITC Limited

Sales Trainee



## Job Profile Details

Placement Cycle

**ARKA JAIN University - Placements 2025-26**

Job Location

Karnataka

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

NA

CTC

INR 450000

Category

Level 2 - General

Description

**Company Registration is Mandatory**

**Link:** <https://skillsconnect.in/job-profile/sales-trainee-1648116863/426902965>

DOJ: 01st June 2026

Job Description

**PURPOSE OF THE JOB:**

Formulate and implement plans at the outlet level & achievement of sales expectations. This is a purely sales-oriented job, and you are expected to be in the market & implement numerous sales interventions to improve trade & distribution.

**PRINCIPAL ACCOUNTABILITIES:**

**Sales Focus**

- Achievement of agreed sales expectations.

- Monitor Actual Sales against expectations.

**Implementation of Sales & Distribution plans**

- Implementation of market and outlet coverage plans

- Adherence to fixed call frequency for self and customer groups

- Infrastructure as per plan

- Visible availability

- Ensure freshness as per norms

- Implementation of category / brand input plans
    - Implementation of trade and consumer schemes.
    - Quality execution of merchandising activity.
    - Evaluation and feedback.
  - Stock control
    - Accurate Forecasting of Sales Demand & Supply
  - Competitive Feedback
    - Provide timely feedback on competitive activities.
    - Provide constructive recommendations for countering competitive activities.
  - Market Knowledge
    - To possess a complete territorial knowledge.
    - Knowledge of brands, prices, margins and activities of both own products and competition
    - 
    - To develop superior trade relations with key trade members.
    - Educate and train customer groups.
  - Code of Conduct & compliance of all statutory / regulatory norms
    - Adherence to the code of conduct
    - Conformation to all financial and administrative systems
    - Compliance with all statutory and regulatory
  - KEY SUCCESS FACTORS
    - Achievement of company objectives and sales expectations
    - Superior category and market knowledge.
- Comprehensive training will be provided to all selected candidates by ITC Limited.

## Open for Courses

### - Jain - Arka Jain University Jharkhand

*MBA (Semester)*

1. Marketing & Finance
2. Marketing & Human Resource

## Eligibility Criteria

MBA (Semester)

*All students are eligible*

Work Experience Criteria

No work experience based criteria defined yet!

Allowed Genders

[Y] Male students  
[Y] Female students  
[Y] Other Genders

Backlogs

Students with backlog(s) not allowed

## Hiring Workflow

<b>Pre-placement Talk (Virtual)</b>	<i>No Venue/Time specified</i>
<b>GD (Virtual)</b>	<i>No Venue/Time specified</i>
<b>First Round Interview (virtual)</b>	<i>No Venue/Time specified</i>
<b>Final Interview (Direct- F2F)</b>	<i>No Venue/Time specified</i>

#### Additional Info

No additional information