

NOTICE

Placement – Bajaj Finance Limited

Bajaj Finance Ltd are excited to announce a job opportunity for the **MBA batch of 2022/2023** at their company. We are currently seeking dynamic and motivated individuals to join our team in the **Field Sales role**.

Position: Assistant Manager

Batch: MBA 2022/2023 Students

Registration Link: <https://sprw.io/stt-gkEFTFmsRi7tJdua8fLppL>

Job Description

- **This is a sales role and involves in regular meetings with dealers / clients on the field.**
- The role may or may not involve you to manage a team of employees **depending on the type of business you are shortlisted for.**
- Regularly reporting the business activities to the manager in a set format decided by business.
- Achieving & Exceeding Business goals and targets. Building and managing direct/distribution & channels for sourcing business.
- Build and maintain relationships with existing and prospective customers and provide exceptional customer service to maximize satisfaction and retention.
- Monitor market trends, competitor activities, and customer feedback to identify opportunities for improvement and adjust sales strategies accordingly.
- Conceptualizing and Executing business development/marketing activities.
- Managing and supporting business activities with respect to the geographical area, exploring new markets and the most profitable opportunities
- Effectively engaging Operation, Risk & Product teams to understand and contribute to overall processes & profitability across locations.
- Ensuring timely communication to stakeholders on any change in the process.

Basic Qualifications

- **MBA Batch 2022/2023 Only.** (No other courses)
- Inquisitiveness around changes and ability to quickly adapt to these changes
- Ability to question status-quo and suggest alternate solutions
- Strong team player with a self-driven & high ownership approach.

Compensation

- For Metro location- Total CTC- **5.68 Lakh per annum**
- For Non-Metro location- Total CTC offered- **4.93 Lakh per annum**

Students interested may also revert to Dr. Maulik Rathod (maulik.rathod@raiuniversity.edu) Placement Coordinator, Rai School of Management Studies by September 08, 2023

**Rajesh Nair
Training & Placement
Corporate Resource Cell**