

## **Job Description-Sales & Marketing Trainee (SMT)**

**Job Title**-Sales & Marketing Trainee

**Job location**-Anywhere in Bihar/should be ready to relocate and travel as per business needs.

**Job Type**-Contractual based on project duration

**Mandatory Qualification** -10<sup>th</sup>/12<sup>th</sup> /graduate candidates.

**Spoken /Written Language**-Hindi

**INR 8500/month +Attractive Incentives** on the basis of booking made i.e SMT need to complete 90 bookings with minimum attendance of 25 days in a month. Salary would be given on basis of attendance during GDC, Implementation & Trade booking

**Timings**-6:00am to 1:00 pm

**Requirements** – Smart Phone

### **Job Summary**

- ▣ Responsible for Door to Door sales & Sales at High Customers footfall locations –Based on yearly news paper subscription booking model

#### **Primary responsibilities**

- ▣ Daily visit of min 30 Household & Ensure coverage of society , colony & Territory as assigned – Daily visit to be filled through apps
- ▣ Product/content demonstration to customers
- ▣ Convince client to purchase product using a script or persuasive technique.
- ▣ Distribute product samples & hand out to clients.
- ▣ Booking through company made apps & other mandatory customer details to be filled in apps
- ▣ Booking amount collection & submission daily to Team Leader
- ▣ Travel by foot or bicycle to sell yearly subscription of newspaper
- ▣ Develop constructive and cooperative working relationships with all team & customers
- ▣ Awareness of Competitors activity or scheme in market

## **Job Description-Team Leaders**

### **Job Title-Team Leader**

**Job location**-Anywhere in Bihar/should be ready to relocate and travel as per business needs.

**Job Type**-Contractual based on project duration

**Qualification** -10<sup>th</sup>/12<sup>th</sup> /graduate candidates.

**Spoken /Written Language**-Hindi

**INR 11000/month +Attractive Incentives** depending on the attendance and booking made by their team members.

**Timings**-6.00am to 1pm

**Requirements** – Smart Phone

### **Job Summary**

- ▣ Responsible for assisting 10-15 SMT's in Door to Door sales & Sales at High Customers footfall locations –Based on yearly news paper subscription booking model

#### **Primary responsibilities**

- ▣ Responsible for SMT daily visit of min 30 Household & Ensure coverage of society , colony & Territory as assigned – Daily visit to be filled through apps
- ▣ Helping SMT in product/content demonstration to customers
- ▣ Helping SMT in Convincing client to purchase product using a script or persuasive technique.
- ▣ Distribute product samples & hand out to clients.
- ▣ Booking through company made apps & other mandatory customer details to be filled in apps
- ▣ Booking amount collection & submission daily from SMT's to District Incharge.
- ▣ Travel by foot or bicycle to sell yearly subscription of newspaper
- ▣ Develop constructive and cooperative working relationships with all team & customers
- ▣ Awareness of Competitors activity or scheme in market

## **JD of Lava International**

We work with quite a few Electronic Manufacturing Companies in Noida; these companies need around 500 candidates on an immediate basis. To ensure that these youths do not get stuck at the worker level (vertical mobility), we get these youths enrolled in a 3-year B.Voc. Program (Electronic Manufacturing Services) from the very reputed **Tata Institute of Social Sciences Mumbai (Deemed University)**.

### **The scheme – Earn & Learn**

- Earn & Learn Partner – **Lava Internationals Ltd.**
- Designation – Trainees, would be student with the Tata Institute of Social Sciences Mumbai (Deemed University).
- Duration – 03 Yrs.
- Stipend – Rs. 7700.00 PM
- Attendance Award – Rs 500.00 PM
- Hostel facility – Accommodation Facility for 1<sup>st</sup> 15 Days
- Canteen facility – One meal at the factory (during operational hours)

### **What`s in for the Trainee**

- The students shall have 2-hour training every day along with their work in the **Lava International Ltd.**
- They are skilled in Electronic Manufacturing Skills apart from English, Communication and Basic Computers.
- After the completion of the B.Voc. Course, the students would be skilled enough to take up Supervisory positions in the Electronics Industry.
- At the end of 03 yrs. stay, the trainee gets a B.VOC/Graduation Degree provided passes in all subjects
- 06 day working under normal circumstances
- Sunday weekly off
- Continuous technical & behavioral training besides OJT training on the various process/lines
- Monthly engagement activities
- Monthly rewards/certification for outstanding performance
- Buddy system, support in settling down

**Eligibility Criteria**

- The student (only male candidates) should be Class 12th Pass from any Board / Open School.
- He should be in the age bracket of (a) 18 – 24 years
- The student should be interested to shift to Noida (Uttar Pradesh) and to pursue the B.Voc. Program.

**GROSS STIPEND DETAILS**

<b>Industry Partner</b>	Lava International Ltd		
<b>Training Partner</b>	Funfirst Global Skillers Private Limited		
<b>Designation</b>	Vocational Trainee		
<b>Minimum Eligibility</b>	12 <sup>th</sup> Passed, 18-24 years of age		
<b>Monthly Components</b>	<b>Rs.</b>	<b>Monthly Deduction</b>	<b>Rs.</b>
Base Stipend*	7,700.00	Course Fees	1,350.00
Course Fees	1,350.00	During Work Meal Subsidy	1,550.00
During Work Meal Subsidy	650.00	Examination Fees	250
Examination Fees	250		
<b>(1) Fixed Monthly Gross</b>	<b>9,950.00</b>	<b>(3) Monthly Fixed Take Home</b>	<b>7,700.00</b>
<b>(2) Variable Earning* (Attendance Award)</b>	<b>500</b>		
<b>Potential Earning (2) + (3) = 8,200.00</b>			
<b>Notes:</b> * Variable Income is an estimate and subject to change based on on-the-job time availability.			



File No. 0012-23/0220, MUD. : 3431434001, 0703031003, 1091975056

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## INFORMATIC COMPUTER EDUCATION PVT. LTD.

Registered Under Companies Act. 1956 (Govt. of India) No.-U00092BR2006PTC012226  
House No.-21-B/3, Near Pataliputra Colony Circle, Pataliputra Colony, Patna-13.

FOR ONLINE EXAM., EDUCATIONAL TRAINING, SOFTWARE DEVELOPMENT, CONSULTANT, ETC.

Ref *Ice/Exam/101.*

Date *12/11/2019...*

### REQUIRED ELEGIBLE CANDIDATE TO WORK IN OUR ORGANIZATION.

**No. of Candidates Required : 3**

**Initial work place : Patliputra Colony and New Punaichak (School)**

**Qualification : For office in charge, (Female)  
Graduation and for Computer Teacher  
Diploma/ Degree**

**Experiences : Not required**

**Knowledge desirable : Communication must be good.**

**Remuneration : Negotiable or specified**

**Nature of duty to be assigned :**

- 1. One for office in charge.**
- 2. Two Computer Teachers in School.**

INFORMATIC COMPUTER EDUCATION PVT. LTD.  
*[Signature]*  
**Authorized Signatory**

## **AVIWEB Technologies Pvt. Ltd.**

**Address : 102, Shambhavi Apartment, Buddha Colony, Patna –  
800001**

**Phone +91 612-2525146 Mob : +91 98352 38992**

**Email – [info@aviweb.in](mailto:info@aviweb.in) Web : <http://www.aviweb.in>**

### **REQUIRED ELEGIBLE CANDIDATE TO WORK IN OUR ORGANIZATION.**

- No. of Candidates Required : 02
- Initial work place : AVIWEB Technologies Pvt. Ltd.  
102, Shambhavi Apartment,  
Buddha Colony, Patna –  
800001  
Phone +91 612-2525146
- Qualification : BCA / MCA
- Experiences : One Year experience / Fresher may  
also apply if They are willing to  
improve while working
- Knowledge desirable : Web designer / developer with .net /  
MS sql or PHP/ Mysql  
development  
expertise, exposure to  
wordpress , photoshop is an  
added advantage.
- Remuneration : Negotiable or specified
- Nature of duty to be assigned : New Website development and  
maintenance of existing website.

**Authorized Signatory**