



**Visvesvaraya Technological University**

"Jnana Sangama", Belgaum-590018 Karnataka



Ref: CPC Drive – 2018/66

Date: 20<sup>th</sup> Dec 2017

**OPENING FOR any  
UG/PG Graduates  
(Any Stream)-  
Immediate  
Requirement**



**Supports the \*  
Recruitment drive for**

**Drive  
66**



### **Company Profile:**

**Kataria Automobiles** is one of the "**Most trusted brands**" & **4<sup>th</sup> Largest Dealer** in the "Automobile Dealership of **Maruti Suzuki**" with Showrooms in Ahmedabad, Surat, Navsari and Vapi Today the Kataria Group is proud to have a family of 2000 dedicated, satisfied and committed work force. The Group further has a "satisfied" customer base of more than 2,00,000 happy families.

The **KATARIA GROUP** was founded by **Mr. Shobhagmal Kataria** in the year 1956 – Today Kataria is the biggest **Transport Operator** in India. Further expansion of wings we started "**LML- 2 Wheeler**" dealership in the year 1984. In further expansion of its wings we started "**Maruti Suzuki Dealership**" in 1996. In 2003 we opened "**TVS – 2 Wheeler**" dealership

WEBSITE: <http://www.kataria.co.in/>

### **Current Requirement:**

Position1: Sales Advisor

Position2: Relationship Manger

Position3: Team Leader Sales

Job Location: Bangalore

### Job Description For Sales Advisor/Relationship Manager

Job Title	Sales Advisor / Relationship Manger
Reporting To	Team Leader
Job Description	<p>We are looking for an enthusiastic candidates for sales to provide advice and assistance to customer to maximize the likelihood of a sale</p> <ul style="list-style-type: none"><li>❖ You will be responsible for a variety of duties that pertain to creating an attractive environment for customers.</li><li>❖ The ideal candidate will be able to acquire thorough knowledge of the company's products and pass that knowledge to customers along with a great deal of enthusiasm.</li><li>❖ Conduct market research to identify selling possibilities and evaluate customer needs.</li><li>❖ Follow the SOP's.</li><li>❖ Actively seek out new sales opportunities through cold calling, networking and social media.</li><li>❖ Offsite visits for new sales opportunities.</li><li>❖ Set up meetings with potential clients and listen to their wishes and concerns.</li><li>❖ Advising on forthcoming product developments and discussing special promotions.</li><li>❖ Prepare and deliver appropriate presentations on products/ services.</li><li>❖ Create frequent reviews and reports with sales and financial data.</li><li>❖ Negotiate/close deals and handle complaints or objections.</li><li>❖ Collaborate with team to achieve better results.</li></ul>
Experience	0-5
Age Factor	21-30
Gender specified	Male & Female (Preferably Male)

<b>Annual CTC</b>	<b>1.4 to 2 LPA and other incentives up to 50k</b>
<b>No. of vacancies</b>	<b>70</b>
Qualification	UG/PG graduates –any stream
Desired Candidate Profile	<ul style="list-style-type: none"> <li>❖ Proficiency in English</li> <li>❖ Knowledge of MS Office</li> <li>❖ Understanding of marketing and negotiating techniques</li> <li>❖ Fast learner and passion for sales</li> <li>❖ Self-motivated with a results-driven approach</li> <li>❖ Self confident with good presentation skills.</li> <li>❖ Should have two wheeler with DL</li> </ul>
Industry	Automobile
Functional Area	Sales ,Retail, Business Development

### Job Description for Team Leader Sales

Job Title	Team Leader Sales
Reporting To	Sales Manager
Job Description	<p>Develop a strategy to achieve organizational goals and revenues.  Set individual targets with team.  Co-ordinate action plans for individual champs.  Oversee the activities and performance of the Team.  Monitor the achievement of objectives of the Team.  Liaise with other company functions to ensure achievement of objectives.  Evaluate performance of champs.  Provide feedback , support and coaching to the Team.  Plan and direct training.  Assist with development of presentation and proposals.  Co-ordinate and monitor online activity.  Investigate lost and customer accounts.  Track, collate and interpret figures.  Forecast annual. Quarterly and monthly revenue.  Generate timely reports.  Develop pricing schedule and rates.  Formulate policies and procedure.  Control expenses and monitor budgets.  Conduct market research and competitor and customer analysis.</p>
Experience	3-6 Years
Age Factor	21-30

Gender Specified	Male
<b>Annual CTC</b>	<b>2.5 LPA to 4 LPA and other incentives up to 50k</b>
No. of vacancies	10
Qualification	UG/PG graduates –any stream
Desired Candidate Profile	<ul style="list-style-type: none"> <li>❖ Expertise in Building &amp; Managing Teams</li> <li>❖ Ability to Manage Priorities and Performance</li> <li>❖ Coordinate Delivery and Service to Customers</li> <li>❖ Manage Efficiency</li> <li>❖ Flexibility</li> </ul>
Industry	Automobile
Functional Area	Sales ,Retail, Business Development

**Registered Candidates may walk-in for an interview on 4<sup>th</sup> January, 2018 @  
10AM – 1.30 PM**

**Place of Interview: Visvesvaraya Technological University, Regional Office, RHCS  
Layout, Annapoorneshwari Nagar, Nagarbhavi, Bangalore- 560091**

**Registration Link to apply(Last Date to Apply 02/01/2018)**

**<https://goo.gl/forms/qD2fuTipgrzBnYZm2>**

**VTU CPC wishes all the candidate a prosperous career ahead.....**

\* VTU CPC is only a platform to link the recruiter and the candidates. The candidates are advised to take maximum care in selecting the recruiter and terms & conditions of appointment. VTU CPC is not responsible for any lapses in the agreement between the candidate and the recruiter.

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