



# ವಿಶ್ವೇಶ್ವರಯ್ಯ ತಾಂತ್ರಿಕ ವಿಶ್ವವಿದ್ಯಾಲಯ

("ವಿ ಟಿ ಯು ಅಧಿನಿಯಮ ೧೯೯೪" ರ ಅಡಿಯಲ್ಲಿ ಕರ್ನಾಟಕ ಸರ್ಕಾರದಿಂದ ಸ್ಥಾಪಿತವಾದ ರಾಜ್ಯ ವಿಶ್ವವಿದ್ಯಾಲಯ)



## Visvesvaraya Technological University

(State University of Government of Karnataka Established as per the VTU Act, 1994)

### Centralized Placement Cell(CPC)

Regional Office, RHCS Layout, Annapoorneshwari Nagar, Bangalore-560091

Ref: CPC Drive – 2022-23/12

Date: 10<sup>th</sup> Nov 2022

Opening for  
MBA

2023 Pass out



Supports the\*  
Recruitment drive  
For



Vodafone Idea Limited

DRIVE  
12

### Company Profile:

We are looking for hiring for the designation of **Cluster Executive Trainee/ Manager**(After 1yr on confirmation). The job roles are for locations across Karnataka and for the job role of **Retail Store Manager/Territory Sales Manager**.

The details of the roles are as below:

#### **Retail Store Manager**

*Function:* Retail

*Job Purpose:* Overall responsibility for activities at a Vi store spanning customer service, store-level sales and revenue targets across all products (voice – post-paid/ prepaid, data etc.)

*KRAs:*

Achieve sales target for all products (Voice-Post-paid/ prepaid, data, VAS, handsets etc.) at a Vi store

Ensure and monitor quality of acquisition through the store

Deliver revenue targets for the store. Increase revenue per footfall by aiding customers' purchase decisions

Achieve profitability (Return on investment) targets for the store

Minimize losses from pilferage (wastage) and shrinkage (unidentified losses)

Manage churn and achieve customer satisfaction for walk-in customers

Ensure adherence to store processes in terms of documentation and systems

Ensure infrastructure / store upkeep and maintaining availability of stock at the store while adhering to norms

Ensure appropriate placement of pop-ups and product displays at store

Keep employee-retention and motivation levels high through regular reviews and performance streamlining of both on-roll and off-roll employees. Identify gaps in performance of the immediate team and ensure training to bridge the same.

## **Territory Sales Manager**

*Function:* Sales & Distribution

*Job Purpose:* TSM appoints and manages Channel Partners to effectively service retailers, expand distribution and strengthen trade relationship and conducts rigorous performance reviews in his territory. They are responsible for Salesmen & Distributor capabilities for market extraction - acquisitions and revenue.

*KRAs:*

- 1.Appoint and manage Channel Partners in defined market geography
- 2.Ensure distributor 3i - infrastructure (office, DSE, computer), investment (working capital) & involvement (ways of working, processes) for reliable & effective service and winning against competition
- 3.Expand town coverage and distribution outlets to build extraction intensity
- 4.Visit markets/distributors as per PJP to strengthen market execution & trade relationships
- 5.Drive extraction from covered sites and towns - quality gross & tertiary

### **ACADEMIC ELIGIBILITY CRITERIA**

The qualifications that we are looking for are:

- MBA Post Graduates
- No ATKT / Gap
- Current Batch only (Co23)
- 60% in academics throughout their career

**Registration link (Last date for Registration 4 PM, 30-11-2022).**

<https://forms.gle/oEc2UDyL6WHasC667>

**VTU CPC wishes all the candidates 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. VTUCPC is not responsible for any lapses in the agreement between the candidate and their recruiter.

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