

Pool Campus Placement Drive by Mahindra & Mahindra Ltd

29/11/2016 08:47 by rietadmin

Pool Campus Placement Drive by Mahindra & Mahindra Ltd.

Dear Students

Greetings from RIET, Phagwara!!!

This is to inform you about the pool campus placement drive by **Mahindra & Mahindra Ltd. - Truck and Bus Division for B. Tech Mechanical or Automobile Engineering students of 2016 passed out batch at IIMT**

Group of Colleges, Greater Noida

Company

Mahindra &

Mahindra Ltd. - Truck and Bus Division

Company Website

www.mahindratruckandbus.com

[.com](http://www.mahindratruckandbus.com)

Campus Date

30th November, 2016 (Wednesday)

Reporting

Time 9:15 AM

Venue

IIMT Group of Colleges, Plot No. A-20, Knowledge park

-III, Greater Noida, Seminar Hall, 2nd Floor Old B. Tech Building

Position

Executive

- Sales

Reports To

Dealer Account Manager (Respective location)

Package (CTC)

Rs. 17500/- Gross + incentive + travel allowance.

Place of Posting

PAN India

Responsibilities & Key Deliverable

Mapping of

territories segment wise, application wise, potential wise.

To identify & meet prospective

customers (Fleet owners).

Sales and Marketing of Commercial vehicles

To conduct meetings of the segment customers like transporters, C & F agents & materialize deals by working out group deals.

To know competitors activities & new product plans & prepare strategy to counter the same.

To develop the market through local promotional campaigns.

To take responsibility in increasing the market share.

Selection

Process

Pre Placement PPT

Written test

Group

Discussion

Interview Rounds

Registration Link : <https://goo.gl/forms/iN97t1nzhGzPdgYw2> Regards

TPO Office

RIET Phagwara