



Raj Kumar Goel Institute of Technology

5th KM. STONE (OPP. JAIN TUBE CO. LTD.), DELHI-MEERUT ROAD,
GHAZIABAD (U.P.) - 201003

FAX : (0120) 2788350 TEL. : (0120) 2788273, 2788409, 2788447

Corporate Resource Center

Notice

RKGIT/71/CRC/2014-15

1st November, 2014

Attn: MBA(Marketing/Sales)-Major or Minor Final Year Students (Batch-2015)

Subject: Recruitment Drive of Bose Corporation

Bose Corporation is likely to conduct a recruitment drive for MBA(Marketing/Sales)-Major or Minor final year students. The details are as follows:

Designation : Demonstration Specialist & Retail Trainee/Demonstrator
Probation Period : 6 months
Salary : CTC- 3.5-3.9 LPA.

Job Purpose:

- Drive sales at the store/Shop in shops by delivering the best experience to the customer and ensuring optimum customer satisfaction.

Key Required Competencies:

- Adaptability
- Communication
- Contributes to Team Success
- Customer Orientation
- Presentation of Self

Job Responsibilities:Sales

- Maximize the sale of Bose Home products at the store, ensuring optimum customer satisfaction. Achieve sales goals relative to store target.
- Evaluating the customer's requirement by following the Bose customer engagement standards to provide best solutions.
- Model excellence in theater show presentation/product demonstration to walk-in customers as per predefined script.

Job Responsibilities:Operations

- Ensuring store hygiene and presentability/functioning of products on display.
- Coordinating activities at the back office, managing inventory and managing payment reconciliation with bank.
- Managing external vendors like Mall management team or SIS partners, logistics and stationary vendors on a daily basis.

Job Responsibilities:Communication

- Handling pre/post sales customer escalations and queries.
- Respond to customer e-mails within 24 hours from receipt as per guidance provided by supervisor.
- Interaction with cross-functional departments for operational support.

Job Responsibilities:HR Responsibility / Employee Development

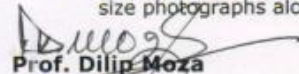
- Ensure knowledge and compliance to HR & Retail business policies.

Job Responsibilities:Miscellaneous

- Take ownership of specific duties assigned by the Supervisor

Notes:

- **All interested students are requested to register with CRC by 3:00 PM on 3rd November 2014. Students who back out after registration will automatically stand debarred from further placement drives from the institution.**
- **Date of interview & venue will be intimated post registration and depending upon number of registrations.**
- **Job description, salary & probation period is same for both profiles.**
- Students are required to dress formally and should carry their College ID card, two set of resume, two passport size photographs along with original and photocopy of their academic mark sheets and certificates.


Prof. Dilip Moza
Head -CRC

Cc:

Mr. Harsh Sharma-Faculty Representative-MBA (B. Tech)
Dr Vibhuti -HOD-MBA (B. Tech)
Dr. Arvind Singh-Principal-MBA
Mr.Upesh Bhatnagar-For Website update

Mr. Vipul Goel-Accounts Office
Prof. V. K. Singh-Dean 2nd shift
Shri H. G. Garg, Dean, RKGIT - GZB
Dr. S. C. Gupta- Director Academics
Dr. D. R. Somashekar, Director, RKGIT - GZB
Prof. B. K. Gupta, Advisor, RKGIT - GZB
Shri Dinesh Kumar Goel, Chairman, RKGIT