



# Raj Kumar Goel Institute of Technology

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GHAZIABAD (U.P.) - 201003

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## Notice

18<sup>th</sup> November, 2014

RKGIT/93/CRC/2014-15

Attn: MBA (Marketing) Final Year Students (Batch-2015).

**Subject: Recruitment Drive of Richa Industries Limited**

Richa Industries Limited is conducting a recruitment drive for MBA (Marketing) Final Year students. The details are as follows:

**About the company:**

Richa Industries Limited is a leading Construction and Engineering organization operational in Pre-Engineered Building, Structural Steel, Turnkey and Textile sectors. An ISO 9001:2008 certified company, Richa Industries is listed in Bombay Stock Exchange. Enriched with an experience of over two decades, today, Richa is one of the biggest company functioning in the northern part of the country. The company has presence in more than 120 cities across India with Sales office in more than 8 cities enriched with government as well as private clients. The strict quality control measures, adoption of most modern and state-of-the art technology, innovative concepts and adhering to strict delivery schedules have made Richa today the most trusted name in the industry. Counted amongst India's leading manufacturer of Pre-engineered buildings, Richa is recognized as one of the best places to work in. Apart from being a passion driven company, Richa Industries has always put the welfare of its employees at the forefront. From implementing the required employee safety standards to empowering the workers to take independent decisions, we have always strived to take steps that lead to the development of a passion driven yet fun loving working culture. In fact, we offer a working environment that promises excellent growth opportunities for a brighter future. It is this dedication and effort that has made us one of the most preferred places to work in when you look at the steel manufacturing industries. Over the years, we have earned several recognitions including becoming one of the top ten manufacturers of metal buildings. However, we have always attributed this success to our employees and will continue working for their welfare. After all, it is this concern for employee welfare that has allowed us to enjoy long term sustainable relationships with all our workers. Being one of India's fastest growing companies, we are always on the lookout for people with the required passion and ability to work. We follow a transparent work culture with flat hierarchy. At Richa, we look forward to working with aspirants that show the spark to innovate and welcoming them to join us as we continue our endeavor to grow.

<b>Date/Day of Interview</b>	:	22 <sup>nd</sup> November 2014 (Saturday)
<b>Reporting Time</b>	:	8:30 AM sharp
<b>Venue</b>	:	<b>G.L.Bajaj Institute of Technology &amp; Management (GLBITM)</b> Plot No. 2, Knowledge Park III, Greater Noida, Dist. G.B.Nagar, U.P. India. Pin-201306.
<b>Position</b>	:	Management Trainee (Marketing)
<b>Salary</b>	:	Salary during training or probation period: INR 15K to 18K per month. Tentative duration of the training or probation period is 1 year
<b>Job Location</b>	:	During the training or probation period at Corporate office/ Plants (Kashipur, Kanwara, Bawal). After the training or probation period, to be posted anywhere in India as per management's decision.
<b>Bond</b>	:	2 years
<b>Skills</b>	:	Communication skills, IQ, Presentation Skills

**Job Responsibilities:**

- To develop business in his defined areas
- Generation of new leads through direct customers / architects / consultants & converting them into enquiries. Regular follow-up with clients to convince them regarding our services.
- Responsible for converting the leads to enquiries or generating new enquiries as well at times.
- Tapping the potential Area through net, through personal networking, survey of industrial areas physically, through coordinating with contractors/ consulting companies.
- Responsible for scheduling the first meeting of reporting head with the client & at times he needs to accompany with the head to the meeting.
- Generation of new enquiries through cold calling and internet.
- Enhancing the brand recognition & visibility across the region & establishing the credibility of Richa
- Generation new leads & converting them into enquiries. Convincing clients to convert them into orders

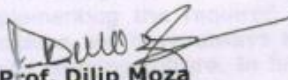
16<sup>th</sup> November, 2014

**Selection Process:**

- Step 01:** Initial screening
- Step 02:** Technical test
- Step 03:** Group discussion
- Step 04:** Technical Round
- Step 05:** HR Round(Final)

**Notes:**

- All interested students are requested to register in CRC for transportation and collect hall tickets latest by 21st November, 2014 (Friday) by 11:00 AM. No student will be allowed to participate in the drive without hall tickets and transport will be arranged for registered students only.
- 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

Date/Time of Interview	22 <sup>nd</sup> November 2014 (Saturday)
Reporting Time	3:30 AM sharp
Venue	G.L.Goel Institute of Technology & Management (GLGITM) Plot No. 2, Knowledge Park III, Greater Noida, Dist. G.B.Nagar, U.P. India, Pin-201306.
Position	Management Trainee (Marketing)
Salary	Salary during training or probation period: INR 15K to 18K per month. Tentative duration of the training or probation period is 1 year.
Job Location	During the training or probation period at Corporate office/ Plants (Kanpur, Kanwar, Bawal). After the training or probation period, to be posted anywhere in India as per management's decision.
Bond	1 year
Skills	Communication skills, IQ, Presentation Skills

- Job Responsibilities:**
- To develop business in his defined areas
  - Generation of new leads through direct customers / architects / consultants & covering their info inquiries. Regular follow-up with clients to convince them regarding our services.
  - Responsible for converting the leads to enquiries or generating new enquiries as well at times.
  - Tapping the potential Area through net, through personal networking, survey of industrial areas physically, through coordinating with contractors/ consulting companies.
  - Responsible for scheduling the first meeting of reporting head with the client & at times he needs to accompany with the head to the meeting.
  - Generation of new enquiries through cold calling and internet.
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  - Generation new leads & converting them into enquiries. Convincing clients to convert them into orders.