



Ref: AAU/T&P CELL/2019-20/32

Date: 29/11/2019

NOTICE : WALK IN INTERVIEW

A walk-in interview will be held on **5/12/2019** in the premises of DSW, AAU. Interested candidates may submit soft copy of Resume by email to tpc@aau.ac.in followed by a hard copy to the office of the undersigned latest by **11AM of 3/12/2019**. To maintain uniformity, a sample resume has been prepared and can be seen at T&P Cell or can be obtained by sending a request mail to [<tpc@aau.ac.in>](mailto:tpc@aau.ac.in)

Present Openings

1.	Role	Sales Trainee : Rellis India Ltd	
2.	Key Competencies	Good communication, Interpersonal skills, IT Application skills, Presentation skills and negotiation skills, Good knowledge of agriculture domain, crop patterns and agro chemical products, Inclination towards individual customer contact programs	
3.	Min Edu	B.Sc.(Agri.) / B.Sc.(Horti.), Tea Husbandry or Agri Business Management	
4.	Min Exp	Fresher	
5.	Designation & Future Career Path	Sales Trainee (After successful completion of one year training period & confirmation, Sales Trainee may be absorbed as Sales Representative or Sales Executive based on their performance)	
6.	Stint Duration & Exposure	Stint Role* As	Expectation from the stint
7.	First 6 months (Processes & Products)	Shadow to Sales Executive / Senior Sales Executive	On job learning of Sales Executive / Senior Sales Executive responsibilities and accountability : ST will work with Farmers for 2 months , Retailers for 2 month, Dealers for 2 months (Under close supervision of SSE & AME / ASM)
8.	6 months (Territory level)	As Sales Representative / Sales Executive	Learning of Territory Handling
9.	CTC	See Annexure	

Sd/-
(Abhijit Borah)
Prof. Agril Engg. &
In-charge Training & Placement Cell

Copy to:

1. ARIS Cell, AAU-Jorhat
2. Notice board, T&P Cell.

(Abhijit Borah)



**TRAINING & PLACEMENT CELL
ASSAM AGRICULTURAL UNIVERSITY, JORHAT-785013**

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In-charge Training & Placement Cell

**Annexure
CTC**

Sales Trainee Stipend Structure	2019-20
Gross Stipend	26225
Basic	11300
Conveyance	800
Other Allowances	14125
Employer's contribution to PF @ 12%	1356
monthly gross	26225
Monthly CTC	27581
Loyalty Bonus payable on confirmation post 1 year	70000
Annual CTC during training	400972
Standard CTC structure post CONFIRMATION as Sales Representative	2020-21
Basic	13400
Annual Basic	160800
Allowances & Reimbursements, Perquisites (ARP) p.a. (Paid in monthly salary except LFA)	128640
PMS	13400
Average Sales Incentive	130000
Retirals	27014
Annual CTC post confirmation	500054
Monthly gross	26353
Standard CTC structure post CONFIRMATION as Sales Executive	2020-21
Basic	14700
Annual Basic	176400
Allowances & Reimbursements, Perquisites (ARP) p.a. (Paid in monthly salary except LFA)	158760
PMS	14700
Average Sales Incentive	1,30,000
Retirals	29635
Annual CTC post confirmation	568295
Monthly gross	31605

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