



SARVAJANIK EDUCATION SOCIETY

SMT. SHARDARANI RAMESHCHANDER



## Report on Final Campus Placement for Sandesh Distributor Pvt. Ltd. on 28<sup>th</sup> March 2019



### Company Overview

Sandesh Distributor Pvt. Ltd, a Distributor partner of multinational Company Proctor and Gamble (P&G) since 2005. The company is handling retail sales in Central and South Gujarat. Our industry type is FMCG having products like Ariel, Tide, Head and Shoulder, Pantene, Vicks, Pampers, Whisper, etc. It has an annual turnover of 300 Crs.+.

### Quick Details

<b>Employer</b>	Sandesh Distributor Pvt. Ltd.
<b>Date of Interview</b>	28 <sup>th</sup> March 2019
<b>Designation Offered</b>	Distributor Sales Executive (DSE)
<b>Maximum Earning Potential</b>	INR 2,40,000 p.a.
<b>Eligibility Criteria</b>	--
<b>Interview Conducted by</b>	Interviews final conducted at the company premises (Mr. Rajesh Bhootwala – Manager)
<b>No. of students Appeared</b>	08
<b>No. of Students Selected</b>	01

### Job Profile

#### Roles and Responsibilities:

**Distributor Sales Executive** – Delivery of sales fundamental of availability

- Planning and achievement of store wise volume objectives in the assigned area

- Regular coverage of the stores
- Delivery of conceptual selling plans
- Excellent planning execution of the promotions in his area
- Delivery of preferred supplier status for the distributor through execution of company plans
- Records and reports
- Collection and settlement of the accounts receivable
- Collecting and providing the competitor information
- New product launch

**Location:** Surat

	<b>Stage 1</b>	
	<b>Personal Interview</b>	
	Appeared	Selected
<b># Students</b>	08	01

01 student was selected for the aforementioned designation.