

PLACEMENT DRIVE NOTIFICATION

Company	RIVIGO Logistics
About the Company	<p>RIVIGO is a technology company that is building the material movement pipeline of India and making logistics human, faster, safer and cost-effective. Founded in 2014, we have been transforming the sector with our global-first driver relay model and a strong interplay of technology, data, culture and operations excellence to consistently provide unparalleled delivery times and reliability to our clients. The model also helps ensure that each of our truck drivers, the pilot, now spends less time away from his family, thereby leading a life of meaning, dignity and respect.</p> <p>Our full-stack logistics offering includes relay-led trucking and freight marketplace. Relay delivers express logistics across full truck load, part truck load and cold chain logistics. RIVIGO Freight is India's largest digital trucking marketplace. Website - https://www.rivigo.com/</p>
Job Title	Retail Sales Trainee / Management Trainee
Job Description	<p>The key purpose of this role is to profitably grow RIVIGO by onboarding new clients, growing existing accounts and ensuring timely collections.</p> <p><i>Hunting</i></p> <ul style="list-style-type: none"> • Generate market intelligence (competition business) of allocated areas • Identify new markets and prioritize basis yield and load • Hunt new strong & viable Retail Partners to increase market share <p><i>Farming</i></p> <ul style="list-style-type: none"> • Increase the market share from existing customers and channel partner <p><i>Partner/ Consignor Hunting</i></p> <ul style="list-style-type: none"> • Build strong infrastructure – On-boarding Retail Partner with dedicated vehicle & dedicated terminal. <p><i>Financial</i></p> <ul style="list-style-type: none"> • Support in building pricing strategies across geographies • Support in building strategies to increase load and yield of the identified markets/ Addition of new markets
Job Location	Delhi, Noida, Gurgaon & Ludhiana
Eligible Degrees	MBA (Marketing)
Eligibility Criteria	Personal vehicle (2 wheeler/ 4 wheeler) for travelling purpose.
Desired Skills	<ul style="list-style-type: none"> • Excellent verbal and written communications skills • Good knowledge of geographical and regional language. • Business Development and Channel management. • Negotiation skills- Capable of engaging with decision makers • Market combing- Identification of new prospects through cold calling • Account Management.
Compensation (CTC)	Rs. 5.4 LPA (Fixed CTC: 3.6 LPA + Performance Variable Pay: 1.8 LPA)
Selection Process	<ol style="list-style-type: none"> 1. Online Excel Test 2. HR Interview
Date of Interview	Will inform later.
Venue	Virtual/Online