

PLACEMENT DRIVE NOTIFICATION

Company	Aim India Pvt Ltd
About the Company	<p>Accrual Intelligence Manuals Group is really delightful in completing its 5 years of serving the society and expanding its roots PAN India. With its immense growth of serving over 60,000 customers , certifying over 17,000 interns and entering the new global market , we are now ready to expand even more & bringing the new opportunities for the students as well.</p> <p>Our identity as the leading provider of professional wealth advisory in India and Abroad, Accrual Intelligence Manuals Group delivers a one stop solution/ service to achieve financial independence. Our comprehensive wealth management is a high level professional service that combines financial and investment advice in accounting, taxation services and retirement planning. Our wealth management is much more than just investment advice as we encompass all parts of an individual's financial life. We coordinate all the services needed to manage client's money and plan for their own and family's current and future needs. We maintain and increase their wealth based on individual's financial situation goals and comfort level with risk.</p> <p>We are multiple service providers including Compliance services, Accounting services, Taxation services, Training & Development services, Recruitment services, Consulting services, Internal Expansion services etc.</p> <p>Internship gives an insight of the corporate world to the students and also provides candidates with the tools that are necessary to take judicious decisions regarding their career.</p> <p>Website: www.aimincorp.com</p>
Job Title	1. Corporate Sales Manager 2. HR Area Manager
Job Description	<p>Summer Internship Program (SIP)</p> <p><i>Common Day Wise Schedule and Learnings</i></p> <ul style="list-style-type: none"> • <u>Orientation:</u> <ul style="list-style-type: none"> ○ Introduction with the company guide. ○ Project Allocation ○ Interaction with senior management • <u>Human Resource Management System:</u> <ul style="list-style-type: none"> ○ Managing payrolls ○ Recruitments & on boarding ○ Gathering , storing & accessing employee information ○ Keeping attendance records & tracking absenteeism ○ Performance evaluation ○ Benefit administration ○ Learning management ○ Employee self service ○ Employee scheduling ○ Analytics & informed decision making • <u>Finance & Taxation:</u> <ul style="list-style-type: none"> ○ Introduction (Setting the Context) ○ Basics ○ Classifying your market activity ○ FSA Analysis ○ Ratio Analysis ○ Taxation for investors ○ Turnover balance sheet ○ Financial Research • <u>Financial Sector:</u> <ul style="list-style-type: none"> ○ Financial Sectors available in India. ○ Brief about each Financial Sectors. ○ Insurance awareness. ○ Knowledge about BFSI Sector. ○ Career Planning in BFSI Sector. ○ Merits and Demerits of each Financial Sector. ○ Comparison between each Financial Sector.

• **Knowledge about the Products:**

- Real Estate
- Portfolio Management
- Insurance
- Medi- Claims
- Gold
- Mutual Funds
- Share Market Products
- Loans
- Corporate Bonds
- Fixed Deposits

• **Product Pitching:**

- Dimensions of each product.
- Matching product capabilities to Market needs.
- Positioning.
- Setting clear launch goals.
- Maximization of Sales.
- Market Research (Primary & Secondary)

• **Customer Knowledge:**

- Role of a Portfolio Manager.
- Security Analysis & Portfolio Management.
- Portfolio revision.

• **Sales Strategies:**

- Sales Pitch.
- Call to Actions.
- Demonstrations.
- Role Play.
- Customer requirements.
- Sales activities.
- Leads Generation.
- Closing of Sales.
- Customer Satisfaction.

• **On the Job Training:**

Interns will be on field for next two weeks. The activities will be:

- Lead Generation.
- Selling of Product.
- Meeting with Existing Clients
- Fresh Sales for the Company.
- Revenue Generation.
- Profit Maximization.
- Handling Walk in Clients.
- Maintaining relationship with Clients.

After completing the above task students will move to the next project which includes :-

- After the completion of one week training students will be on field for lead generation as per the requirement of the project.
- Students will be preparing the Project Report for next 07 days which will be submitted to the Faculty Guide and the Corporate Mentor. Corporate guide will help the students in preparing the project reports which will include Viva, Presentations, Survey, Content, etc.
- Students will be submitting the Final Project Reports and it will end the Summer Internship Program.

The completion of "Summer Internship" will help the candidates in attaining following things:

- An insight of Corporate World.
- Awareness and better knowledge about the Business and Management Principles.
- Acquisition of Managerial skills and Leadership qualities to meet up the corporate demands.
- Enhancement of Self-Esteem.
- Total Personality Development.
- Development in team building and group cohesiveness.
- Helps to vigour their strengths & overcome their weakness.
- Ability of multi-tasking.
- Updates about the latest Market trends.

Desired Skills	<ul style="list-style-type: none"> • Interpersonal Skills. • Excellent communication skills and networking ability. • Leadership qualities and teamwork skills.
Job Location	Delhi / Noida / Work from Home(as per the scenario)
Eligible Degrees	MBA, BBA
Eligibility Criteria	NA
Compensation (CTC)	Rs. 9.45 LPA (Corporate Sales Manager) Rs. 6.25 (HR Area Manager)
Other details	<ul style="list-style-type: none"> • Total tenure of the SIP will be 2 Months. • Stipend during SIP – Upto 14k based on the performance. • Students will be getting a work experience certificate from the company • Accrual Intelligence Manuals Group provides International Exposure; students will be selected on the basis of their performance.
Selection Process	<ol style="list-style-type: none"> 1) Online Assessment 2) 2 rounds of interview 3) HR round
Date & Time of Interview	Will inform later
Venue	Virtual/Online