

PLACEMENT DRIVE NOTIFICATION

Company	ASSA ABLOY
About the Company	<p>Every day we help billions of people from all around the world feel safe, secure and experience a more open world. It's our 49,000 people in 70 different countries who make this happen, we are proud to be a dynamic and inclusive organization. We are the global leader in access solutions and our innovations enable safe, secure and convenient access to physical and digital places. We are looking for candidates from a diverse range of backgrounds. As a part of our people development strategy, we encourage both internal and external applicants! Apply today!</p> <p>Let's create a safer and a more open world – together!</p> <p>Website: https://www.assaabloy.com</p>
Job Title	Management Trainee
Job Description	<ul style="list-style-type: none"> Actively promote ASSA ABLOY Electromechanical and Electronic access control (EAC) products and solutions in system integration channel. Support channel partners to promote and sell ASSA ABLOY electro-mechanical (EM) and electronic access control (EAC) products and solutions in a team selling environment. Certify system integrators' sales, installation and support capabilities through formal hands-on product training which also includes ongoing assessment and development of their skills to ensure ability to properly represent and promote ASSA ABLOY product portfolio Specification of ASSA ABLOY's product portfolio in large project by engaging MEP consultant, architects and contractors by successfully presenting the concept, technical details and feasibility study. Ability to get repeated business from existing customers; and provide commercial, marketing and strategic support to the existing accounts. Work constantly to acquire new Clients, retain as well as expand the scope of existing clients. Plan and implement lead generation activities through various means and develop new contacts. Handle pilot/mock ups of products and educating the key stakeholders on technical aspects The Individual will be responsible for developing and applying technical product knowledge.
Job Location	Gurgaon / Bangalore
Eligible Degrees	MBA - Marketing
Eligibility Criteria	<p>Marks % - Minimum requirement 70% in all semesters; & 10th & 12th.</p> <p>Backlogs – No arrears</p> <p>Year down / Gaps – No gaps</p>
Desired Skills	<ul style="list-style-type: none"> Proficiency with computer software applications including major Microsoft "Office Suite" programs, specifically Excel Good interpersonal communication and presentation skills is required. Detail orientated with strong organizational skills and time management habits. Motivated self-starter with a high aptitude for acquiring new skills and principles.
Compensation (CTC)	Rs. 5.00 LPA
Other details	<ul style="list-style-type: none"> ➤ CTC (during Training – 1 year) Rs. 4.50 LPA. After training of 1 year Rs. 5 LPA. ➤ Joining - immediate ➤ JOB TRAINING: <ul style="list-style-type: none"> To prepare the employee for this role, the candidate will be enrolled in a 12 month training program 'Graduate Training Program', which consist of 6 months of development; 6 months supervised support as per the curriculum. Candidates in the program will be subject to a weekly assignments, progress evaluations, and quarterly assessments to assess their progression in the program.

	<ul style="list-style-type: none"> • At the end of the training program, the successful candidate will assume a Sales Executive position with a competitive salary and bonus package commensurate with the role and responsibilities.
Selection Process	PPT / Online Test / Interviews / HR
Date of Interview	Will inform later
Venue	Online/Virtual