



INSTITUTE OF  
MANAGEMENT &  
TECHNOLOGY

INNOVATIVE • MOTIVATE • TRANSFORM

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Date: 04/04/2022

## **PLACEMENT NOTICE**

### **Campus placement drive for B.TECH(EE/EEE/EC) BATCH-(2022 fresher & 2021 passed out)**

#### **Name of Company: POLYCAB**

**About the Company:** Polycab is engaged in the business of manufacturing and selling wires and cables and fast-moving electrical goods ("FMEG") under the "POLYCAB" brand. Apart from wires and cables, we manufacture and sell FMEG such as electric fans, LED lighting and luminaries, switches and switchgears, solar products and conduits and accessories.

We manufacture and sell a diverse range of wires and cables. In 2009, we diversified into the engineering, procurement, and construction ("EPC") business, which includes the design, engineering, supply, execution and commissioning of power distribution and rural electrification projects. In 2014, we diversified into the FMEG segment and our key FMEG are electric fans, LED lighting and luminaries, switches and switchgears, Pumps, solar products and conduits and accessories.

We have 25 manufacturing facilities, including our joint ventures with Technoelectromech, located across the state of Gujarat, Maharashtra and Uttarakhand and the union territory of Daman and Diu.

Most of our manufacturing facilities are accredited with quality management system certificates for compliance with ISO 9001, ISO 14001, ISO 45001, and ISO 50001 requirements.

Our research and development ("R&D") capabilities, emphasis on upgrading the technology used in our production process, customer-centric R&D efforts and our R&D centre located in Halol, assist our sales and marketing team in understanding our customers' requirements.

We have an established supply chain comprising our network in India comprising over 3,100 authorized dealers and distributors, 29 warehouses and over 100,000 retail outlets in India.

We manage our sales and marketing activities through our corporate office, three regional offices and 20 local offices in various parts of India. In addition, in Fiscal 2020, we exported our products to over 40 countries.

For more details visit: <https://www.polycab.com/>

#### **Brief Job Responsibilities:-**

- Establish productive, professional relationships with key personnel in assigned partner accounts.
- Responsible for sales within the assigned territory
- To generate database of respective region

- Pitch all the Polycab products.
- Explain technical aspects of products to the customers.
- Carry out various BTL activities for demand generation and information flow.
- Conversion of leads into opportunities by Submitting quotes.
- Closure of opportunities.
- Maintain database of all customers

**Job Location:**

Across various districts of Uttarakhand

**CTC/Salary/Stipend:**

During first six months, CTC 1.80 LPA, after 6-month CTC will be 2.40 LPA (based on their performance) and after 1 year completion CTC will be **3.25 LPA**. Over n above, daily transportation allowance for sales & Marketing team based on the grade structure as per company policy.

Training will be provided for one and half months at our manufacturing facilities in Gujarat

**Eligibility:**

- Educational Qualification: B.E/ B. Tech (Electrical, Electronics).
- Cut Off Criteria: 60% and above in 10<sup>th</sup>, 12<sup>th</sup>, and Engineering (Till date)
- Skills/Expectations: Good Communication, Influential, Network oriented and hardworking, and passionate for travel.

Interested Candidates registered on the link below before date- **09/04/2022 till 11.00 AM.**

Registration link: - <https://forms.gle/VWkKW9A8ZLyAgKiB8>

Please feel free to contact me in case of any queries:



**Mr. Kamal Kant Rana**  
**Dean- Placements & Corporate Affairs**