



SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER



Report on Final Campus Placement for NJ INDIA INVEST PVT. LTD. on 12th February, 2018 at S. R. Luthra Institute of Management



Quick Details

Employer	NJ India Invest Pvt. Ltd.
Date of Interview	12 th February, 2018
Designation Offered	1. Sr. Executive 2. Sr. Executive- Sales (Mutual Fund)
Maximum Earning Potential	1. INR 4,00,000 p.a. 2. INR 4,37,000 p.a.
Interview conducted by	Mr. Bhavin Vaishnav (Zonal HR Manager, NJ India Invest Pvt. Ltd.)
No. of students Appeared	103
No. of Students Selected	4

Company Overview

NJ Group is a leading player in the Indian financial services industry known for its' strong distribution capabilities. The journey of NJ began in 1994 with the establishment of NJ India Invest Pvt. Ltd., the flagship company, to cater to investor needs in the financial services industry. Today, the NJ Wealth Distributor Network, earlier known as the NJ Fundz Network, started in 2003 is among the largest networks of financial products distributor in India.

Over the years, NJ Group has diversified into other businesses and today has the presence in businesses ranging from financial products distributor network, asset management, real estate, insurance broking, training & development and technology. Our rich experience in financial services, combined with executional capabilities and strong process & system orientation, has enabled us to shape a rising growth trajectory in our businesses.

NJ Group is based out of Surat in Gujarat (India) and has presence in 94* locations in India and has over 1500+* employees.

Job Profile

Offered Designation 1: Sr. Executive

Eligibility Criteria: Female candidates those really keen to work in the area of Inbound marketing/sales (No Field Work)

Roles and Responsibilities:

Generating leads from Open Market who are interested in becoming Distributor / Individual Financial Advisors (IFA) for Mutual Fund business.

- Ensure that all leads are addressed / called on or before specified TAT.
- Explaining MF Business opportunities and earnings to interested leads.
- Have to convince interested candidates to join business with NJ.
- Achieve monthly target for recruitment of advisors

Location: Surat

Package (MEP): INR 4,00,000 p.a.

Offered Designation 2: Sr. Executive- Sales (Mutual Fund)

Eligibility Criteria: MALE candidates who really keen to work in the area of marketing/Sales of Mutual Funds.

- Aggressive enough to handle the team
- Confident
- Passionate
- Self Motivated
- Positive attitude
- Knowledge and interest in financial sector/
- Mutual Fund
- Good verbal and written communication.

Roles and Responsibilities:

Recruitment of Financial Products Distributors

- (1) Generating leads from Open Market who are interested in becoming Distributor / Individual Financial Advisors (IFA) for Mutual Fund business.
- (2) Explaining MF Business opportunities and earnings to interested leads.
- (3) Coordinating and assisting enrolled candidates for NISM - Series V-A (AMFI).

Business Development

- (1) Providing training to distributor for Business Development.
- (2) Preparing business plans and strategies to develop business of IFA.
- (3) Planning different kind of activities to explore better business opportunities and new developments.
- (4) Joint Call - accompanying distributors for their meet with clients.
- (5) Addressing and spreading awareness regarding investments in group client meets.
- (6) Solving distributor's queries.
- (7) Establishing strong relationship and communication with distributors.

System & Process

- (1) Following internal sales process by updating all the activities in online system.
- (2) Comply with all rules and regulations of the company as well as following industry norms

Location: Surat

Package (MEP): INR 4,37,000 p.a.

Selection Process

Pre placement talk was conducted by Mr. Bhavin Vaishnav (Zonal HR Manager, Nj India Invest Pvt. Ltd) which was attended by 103 students. 88 students from SRLIM, Surat appeared for further rounds of the selection process.

Aptitude test

44 were shortlisted for the personal round of interview based on their excellent performance in the Aptitude test.

Personal Interview 1

First round of Personal Interview was conducted by Mr. Vaishnav at NJ India Invest Ltd., Surat office for 44 shortlisted students. Thereafter, 19 were shortlisted for 2nd round of interview.

Personal Interview 2

19 shortlisted students were called for the final round interview at NJ India Invest Ltd., Surat office. Finally 4 students were selected for the offered designation.