



SARVAJANIK EDUCATION SOCIETY  
SMT. SHARDARANI RAMESHCHANDER



## Report on Final Campus Placement for KA Group of Companies on 2<sup>nd</sup> April, 2018 at S. R. Luthra Institute of Management



### Quick Details

<b>Employer</b>	KA Group of Companies
<b>Date of Interview</b>	2 <sup>nd</sup> April, 2018
<b>Designation Offered</b>	Mutual Funds Sales Executive, Sales Executive, Tele Caller
<b>Maximum Earning Potential</b>	INR 2,00,000 p.a., INR 1,95,000 p.a. and INR 1,64,000 p.a. respectively
<b>Interview conducted by</b>	Adil Naviwala (Branch Manager) and Gatha Dubey (Manager – HR)
<b>No. of students Appeared</b>	14
<b>No. of Students Selected</b>	08

### Company Overview

KA Group of companies is one of India's leading group which deals in diversified businesses running successfully since 2006. So under one roof we are active work in diversified businesses like Real Estate, Import-Export, Trading, E-Commerce, Currency Market, Commodity Market, Mutual funds,

Shares transfer, Debentures, Insurance, RBI Bond, PMS and Fixed Deposits. We have 10,000+ Satisfied Clients from India as well as UAE, US, UK, Australia, Canada, Oman and Switzerland etc. Company is having its overseas branches in Sharjah, UAE.

## Job Profile

<b>Designation Offered</b>	Mutual Funds Sales Executive, Sales Executive, Tele Caller
<b>Roles and Responsibilities</b>	<p><b><i>Mutual Funds Sales Executive</i></b></p> <ol style="list-style-type: none"> <li>1. Financial Need Assessment of HNI customers with proper preparation of financial plan</li> <li>2. Use financial acumen and investment expertise to review a client's profile and develop a plan helping the client to reach his short term and long- term investment goals</li> <li>3. Monitor and address HNI client's investment requirements</li> <li>4. Conduct research and analysis on mutual fund schemes</li> <li>5. Participate in research events conducted by mutual funds to understand their Products</li> </ol> <p><b><i>Sales Executive</i></b></p> <ol style="list-style-type: none"> <li>1. Conduct market research to identify selling possibilities and evaluate customer needs</li> <li>2. Actively seek out new sales opportunities through cold calling, networking and social media</li> <li>3. Set up meetings with potential clients and listen to their wishes and concerns</li> <li>4. Prepare and deliver appropriate presentations on products/ services</li> <li>5. Create frequent reviews and reports with sales and financial data</li> <li>6. Ensure the availability of stock for sales and demonstrations</li> <li>7. Participate on behalf of the company in exhibitions or conferences Negotiate/close deals and handle complaints or objections</li> <li>8. Collaborate with team to achieve better results</li> </ol> <p><b><i>Tele Caller</i></b></p> <ol style="list-style-type: none"> <li>1. Query handling</li> <li>2. Supporting back office operations</li> <li>3. Telemarketing</li> <li>4. Coordination with Clients</li> </ol>

	<ol style="list-style-type: none"> <li>5. Assisting and coordinating with sales team and marketing team</li> <li>6. Supporting administrative staff</li> <li>7. Conducting marketing research</li> <li>8. Documentation and reporting to the marketing department</li> <li>9. Understands customer requirements and adds value to service standards Coordination with Internal / External departments for requirements Helping team in achieving the monthly Business targets</li> <li>10. Identify and create record of final Lead</li> </ol>
<b>Package (MEP)</b>	INR 2,00,000 p.a., INR 1,95,000 p.a. and INR 1,64,000 p.a. respectively
<b>Location</b>	Surat
<b>Eligibility Criteria</b>	-

## Selection Process

12 students appeared for the Pre Placement Talk, out of which 12 students appeared for Personal Interview. 8 students were finally selected.