



SARVAJANIK EDUCATION SOCIETY  
SMT. SHARDARANI RAMESHCHANDER



## Report on Final Campus Placement for N J Group on 28<sup>th</sup> January, 2019 at S. R. Luthra Institute of Management



## 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.

### Quick Details

<b>Employer</b>	N J Group
<b>Date of Interview</b>	28 <sup>th</sup> January 2019
<b>Designation Offered</b>	Sr. Executive - In Bound Sales (Unit Manager)
<b>Maximum Earning Potential</b>	INR 4,46,000 p.a.
<b>Eligibility Criteria</b>	-
<b>Interview Conducted by</b>	Mr. Bhavin Vaishnav (Sr. AM- Zonal HR)
<b>No. of students Appeared</b>	67
<b>No. of Students Selected</b>	2

## Job Profile

**Roles and Responsibilities:** Timely communications to the distributors, Online Training and development of distributors on regular basis through electronic medium, Prepare Business Plan and strategy with distributor through Video Conference, Follow Sales process, Regular Reporting of work, Skill upgrade, Query resolution of distributor.

**Location:** Surat and South Gujarat.

	<b>Pre-Placement Talk</b>	<b>Stage 1 Online Aptitude Test</b>		<b>Stage 2 PI</b>		<b>Stage 5</b>
	Appeared	Appeared		Appeared		Selected
		Sr. Executive-Inbound Sales	Unit Manager	Sr. Executive-Inbound Sales	Unit Manager	Sr. Executive- Inbound Sales
<b># Students</b>	67	38	12	31	12	2

67 students appeared for the Pre-Placement Talk, out of which 38 students appeared for Sr. Executive post and 12 for Unit Manager in further rounds of the selection process.

**Online Aptitude Test:**

- i. **Sr. Executive- Inbound Sales:** 38 candidates appeared in this round, out of which 31 were shortlisted for the Personal Interview.
- ii. **Unit Manager:** 12 candidates appeared in this round, out of which all 12 were shortlisted for the Personal Interview.

**Personal Interview:**

Upon completion of the above mentioned rounds, finally 2 candidates for Sr. Executive- Inbound Sales were selected for the aforementioned designation.