



SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER



**Report on Final Campus Placement for Havells India Ltd. on
15th February, 2019 at S. R. Luthra Institute of Management**



HAVELLS

Company Overview

Havells India Limited, a billion dollar Fast Moving Electrical Goods (FMEG) Company owns some of the most prestigious brands like Havells, Lloyd, Crabtree, Standard and Promptec offering a wide spectrum of products, including Industrial & Domestic Circuit Protection Devices, Cables & Wires, Motors, Fans, Modular Switches, Home Appliances, Electric Water Heaters, Power Capacitors, CFL Lamps, Luminaires for Domestic, Commercial and industrial Applications. Havells recently acquired the consumer durable business of Lloyd Electrical and Engineering Limited adding air-conditioners, TV and Washing machines in the basket.

Our network constitutes of around 6000 professionals, over 10500 dealers, 40 branches in the country and sales presence in more than 45 countries. We have twelve state-of-the-art manufacturing plants in India located at Haridwar, Baddi, Sahibabad, Faridabad, Alwar, Neemrana and Guwahati. Currently over 90% of its product offering is energy efficient and manufactured in-house which makes Havells a name synonymous with excellence and expertise in the electrical industry.

Quick Details

Employer	Havells India Ltd.
Date of Interview	15 th February 2019
Designation Offered	Sales Trainee
Maximum Earning Potential	INR 5,04,000 p.a.
Eligibility Criteria	<ul style="list-style-type: none">• 65% or above in all academics (10th, 12th, Graduation, MBA(till last semester/trimester)• Only for Marketing Specialization
Interview Conducted by	Mr. Vimesh Shah (Surat Sales Head)
No. of students Appeared	7
No. of Students Selected	2

Job Profile

Roles and Responsibilities:

Sales Revenue Growth, Channel Management, Sales Planning, Cross Selling and Range Selling as KAM, New Dealer development, Building relationship with trade/customer.

Location: Pan India.

Selection Process Details

7 students appeared for the Online Aptitude Test, out of which 4 were shortlisted from SRLIM appeared for further rounds of the selection process.

Personal Interview-1:

4 candidates appeared in this round. Out of which, 3 were shortlisted for the Personal Interview-2 with their outstanding performances in PI-1.

Personal Interview-2:

Upon completion of the above mentioned rounds, finally 2 candidates were selected for the aforementioned designation.