

RAMANUJAN COLLEGE
Accredited Grade 'A++ (3.71)' by NAAC
(University of Delhi)
C.R. Park Main Road, Block H,
Kalkaji, New Delhi-110 019
ISO 9001:2008 Certified Organisation



रामानुजन महाविद्यालय
नैक द्वारा मान्यता प्राप्त ग्रेड ए++ (३.७१)
(दिल्ली विश्वविद्यालय)
सी आर पार्क, मुख्य सड़क, ब्लॉक एच,
कालकाजी, नई दिल्ली- ११००१९
आई एस ओ ९००१:२००८ प्रमाणित संगठन

NOTICE
PLACEMENT & CAREER DEVELOPMENT CELL
Electronica Finance Ltd.
Placement Notice

Date- 09th November 2023

Notice No: 231112

About the Company

Electronica Finance Limited (EFL) is one of the leading Non-Banking Finance Companies (NBFC) with 200+ branches across India. Incepted in the year 1990, EFL was amongst the first few NBFC's to provide loans for Machinery purchase. Over the years, EFL has diversified into various segments catering to a large product portfolio that includes Business loans, Working Capital loans & Loan against Property Loans in addition to our flagship product of Machinery loans.

With stress on unwavering ethics, mutual respect, strong determination and a healthy work culture matching the global finance industry standards, EFL has been able to maintain a strong & dignified portfolio. Around 40% of our new disbursements come from the existing clientele. EFL's tailored finance options have empowered more than 35000+ customers over the last 30 years.

Website: <https://www.electronicafinance.com/>

Profile: Management Trainee (Sales) – Capital Equipment Finance

Eligibility: All Courses | 2024 Batch & Pass-outs

CTC: 3.5 LPA + 80,000(performance based incentives)

Job Location: Delhi NCR

Roles and responsibilities:

- Responsible for setting up the distribution network for Plastic and printing Machines Dealership management: Conducting a survey of dealers in the market for a given set of products. Liaison with the network for sourcing new business
- Achieve sales targets for given the basket of products through dealer network, manufacturers, OEM, Chartered accountants and market combing
- Devise finance schemes to suit customers' requirements
- Recommend manufacturers & dealers as a part of continuous business development

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- Manage portfolio of existing customers and provide prompt service. Explore opportunities of cross selling other products
- Collections & Delinquency management.
- Assist in the development and implementation of business development strategies.
- Analyze market trends and competitors.
- Business Development through B2C sales.
- Work closely with the sales team to generate leads and support the sales process.

Skills and Competencies required:

- Excellent written and verbal communication skills.
- Strong analytical and problem-solving skills.
- Ability to work independently and in a team.
- Highly motivated and eager to learn and grow in the field of sales & marketing.
- Sound knowledge of MS office, esp. Microsoft excel
- Should have owned mode of transport as the job requires extensive travel within the allocated geography.
- Self-driven and target oriented individual
- Should have good communication skills and negotiating skills
- Never say die attitude

Apply at: <https://forms.gle/f4uJo52YhVUqpe8i9>

Last Date to Register: 11th November 2023

In case of any queries, please contact [Manas](#) (Placement Co-Ordinator).

Note: If you are applying for this Placement/Internship Drive, then it is compulsory for you to attend the interview session, if not then you will be **BLACKLISTED**, and won't be able to appear for any further Placement Drives. We at Placement and Career Development Cell work hard to invite companies at the campus to recruit students, but with this behavior, companies deny to connect with us in further drives.

If your issue is genuine, mail us at placement@ramanujan.du.ac.in explaining why you didn't attend the session.

If your reason would be genuine your name will be withdrawn from the BLACKLIST.