

**Prof. V. Usha Kiran**  
 M.Com., M.Phil., Ph.D.,  
 PGDCS  
 Head  
 Dept. of Commerce, O.U.  
 &  
 DIRECTOR



**Directorate of Placement Services**  
**Osmania University**  
**F10, Central Facilities Building**  
**OU Campus**  
**Hyderabad – 500 007**  
**Ph. (O)27071358(direct line)**  
**E-mail: dps.osmania@gmail.com**

## Placement Notice

Internship Opportunities for BBA, BBM, B.Com (2021 pass outs)  
 at Robo Silicon Pvt. Ltd.

Last Date: January 27, 2022

### About Robo Silicon Pvt. Ltd.

Robo Silicon Private Limited – Headquartered in Hyderabad, since its incorporation in 1999 and subsequent product launch in 2001, the endeavor has been to offer the best in every aspect – be it mining, quarrying, processing, right up to the delivery of the products. Robo Silicon pioneered manufactured sand in India & was the first company to brand its sand as “**ROBOSAND**”. Robo Silicon, for the first time in India, introduced "Manufactured Sand". It is not only the perfect substitute to the precious and fast depleting natural resource - river sand but is also a viable, cost-effective and an eco-friendly product.

### Job Description

<b>Designation</b>	<b>Trainee– Sales</b>	<b>Reporting to</b>	Manager – Sales
<b>Location</b>	PAN India	<b>Reportees/Team</b>	---

### Job Objective:

- Generating the sales volume in the allocated region and ensure customer satisfaction while profile extra mile services.

### Key Responsibilities:

- Responsibilities for achieving the set sales targets in the territory assigned
- Handling sales to Key customers, Builders, RMC Companies, Infrastructure Projects and other Building product manufacturers.
- Develop a dealer network for the company products and ensure targeted sales.

- Develop and monitor the sales force to ensure targeted sales , all processes are adhered and all sales documentation is completed
- Regular Market and competitor mapping.
- Ensure adherence to credit norms and timely collection and adherence.
- Ensure SAP requirements and SAP sales process adherence.
- Review MIS reports and take decisions and actions appropriately.
- Develop the Brand and Manage key customers and maintain relationships an ensure Robo Silicon is a trusted vendor for their needs and explore new customer relationship.
- Coordination with transporter and logistics and ensure dispatches as per project customer's schedule. Address all operational issues with regard to Robosand with the client.
- Ensure reconciliation of physical and financial reconciliation of material supplied and dispatched and coordinate with the sales coordinator for the same
- Liaisons with external agencies and trade bodies.

**Educational qualifications:**

- BBA, BBM, B.Com (2021 passed outs)

**Specific skill set:**

- Right attitude for sales, networking and business development.
- Good communication skill and interpersonal skills
- Extrovert & Knowledge of accountancy, computer skills (MS-excel & MS-word)
- Local language is a must along with English& Hindi.
- Two wheeler with driving license.

Click on the link to register: <https://forms.gle/xtCZdfCw9nRoY3h6A>

**Stipend:**  20,000 per month for first 12 months