



**Guru Gobind Singh Indraprastha University**  
“A State University established by the Govt. Of NCT Delhi”  
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/ 483

Dated: 24<sup>th</sup> February 2023

**Sub. Placement opportunity for MBA students (Female only) of the batch passing out in year 2023 in the company “ITC”**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA students (Female only) of the batch passing out in year 2023 in the company “ITC” for your reference and circulation to students to apply on given link by **25<sup>th</sup> February 2023**:

**Registration link:** <https://forms.gle/iVcq99Nkmrw8BftK7>

**Sales Trainee Program (Details attached)**

**Role:** Students selected for a career with ITC will join as Sales Trainees in the Trade Marketing & Distribution vertical of the Company.

**Eligibility:**

MBA students (Females) of 2023 passing out batch from Delhi/NCR region only

**Remuneration:**

Gross remuneration will be Rs. 4.05 lacs per year for Sales Trainees during first year of probation.

**Location:**

Candidates will initially be positioned in any of ITC’s locations in the Northern Region.

**Selection process:**

The selection process will entail shortlisting basis academic results, written aptitude test, group discussion and personal interview. Selected candidates will be required to join the Company in different batches.

The online test may be conducted on Monday, 27<sup>th</sup> February 2023 (in evening).

**LAST DATE FOR REGISTRATION IS 25th February 2023.**

**(Ms. Nisha Singh)**  
Training and Placement Officer,  
CCGPC, GGSIPU

## The company

ITC is one of India's most admired and valuable corporations with a diversified business portfolio comprising of Cigarettes and Tobacco, Paper and Paperboards, Packaging, Hotels, Foods, Personal Care, Information Technology and Agri Businesses. ITC has ambitious growth plans for the future and is an exemplar company for its commitment to the triple bottom line. Over the past several years, ITC has been one of the very few companies of its size in the world, that has been both carbon positive and water positive and has for the past three years been solid waste recycling positive as well. It is amongst the very few companies that have attempted to refashion its business models to enlarge employment and create livelihoods and to add value to every element of the value chain of which its businesses are a part. ITC is an Indian company with an abiding commitment to create enduring value for society and the nation and is always committed to Putting India First.

## A career in sales

Students selected for a career with ITC will join as **Sales Trainees** in the **Trade Marketing & Distribution** vertical of the Company. They will be on probation for a period of one year. During the probation period, they will undergo training and upon successful completion of training they will be confirmed. (*Continuation of service after probationary period is conditional upon a confirmation review*). Thus, it is important that they have a high learning orientation.

As Sales Trainees, they will be exposed to the Selling and Distribution process across channels in ITC. They will be expected to visit retail outlets on a daily basis in different localities in the territory and learn on ground.

After successful completion of training and confirmation, they will be deployed in hands-on roles in any of ITC's geographies in the Northern Region. Depending upon the specific roles assigned to them, they might be accountable for sales & distribution, cost control, adherence to systems and processes and training their teams in their assigned territory. They will also be expected to deal with distributors, supervisors and salesmen and hence must display strong leadership qualities.

## Location

Candidates will initially be positioned in any of ITC's locations in the Northern Region. Though the candidates will be employed for a particular location and product category, they should be open to reassignment across any geography / category whenever need arises considering the width and expanse of ITC's operations.

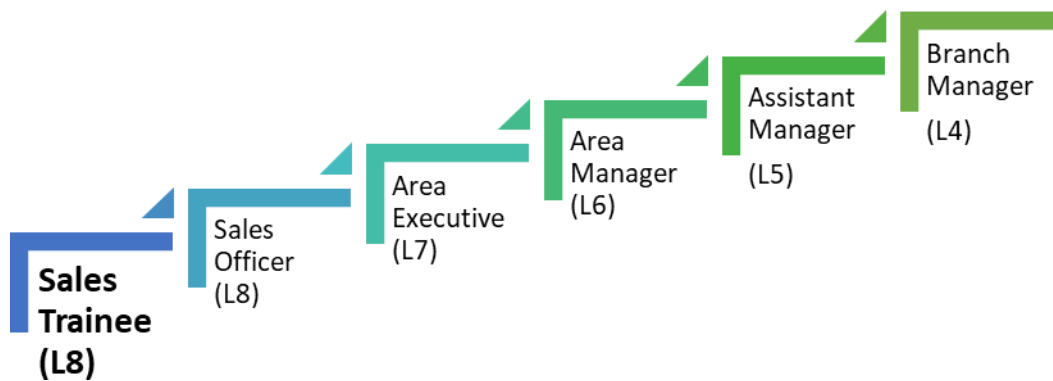
# Selection process

The selection process will entail shortlisting basis academic results, written aptitude test, group discussion and personal interview. Selected candidates will be required to join the Company in different batches.

# Remuneration & Career Path

Gross remuneration will be **Rs. 4.05 lacs per year** for Sales Trainees during first year of probation.

Based on the performance of the individual, following is the career path that ITC offers to its employees in sales.



## ITC: Creating World-Class Brands that Put India First

*“ ITC takes justifiable pride in creating world-class Indian brands that have demonstrated immense vitality in the global Indian market place.... ”*  
Y C Deveshwar  
[read more >>>](#)
