



Let's Work Together
and Explore Opportunities...



After facilitating

74 Placement Interviews generating Job Placement Offers for 216 Students in 2018,
66 Placement Interviews generating Job Placement Offers for 201 Students in 2017,
52 Placement Interviews generating Job Placement Offers for 190 Students in 2016,
39 Placement Interviews generating Job Placement Offers for 155 Students in 2015,
39 Placement Interviews generating Job Placement Offers for 130 Students in 2014,
33 Placement Interviews generating Job Placement Offers for 144 Students in 2013,

we at the *University Placement & Counseling Cell* of our esteemed Navsari Agricultural University; are pleased to announce that the **Forthcoming Campus Recruitment Drive of Placement Programme-2019 of UPL Ltd.** is to be held **on March 8, 2019 @ AABMI, NAU, Navsari.** The details are as follows:

Section-I: Let's Know the Recruiting Organization – Adarsh Farm Services a venture by UPL Ltd.

Kindly visit <https://in.uplonline.com/services/AdarshFarmServices> for thorough understanding of the Prospective Employer

A UPL initiative to transform farming through best farm mechanization technology and services

- ☞ Adarsh Farm Services is a venture by United Phosphorus Ltd (UPL), established with an objective to contribute services to improve Indian farming by providing solutions to optimize farm productivity through innovative and cost effective new technology of spray operations. It is the way out for the farmer to get almost all the critical field operations done in a service hiring mode which is the first of its kind in India. This help the farmers come out of their dependence on labours to a large extent. The concept of Adarsh Farm Services was conceived by UPL Ltd with the objective of providing best farm mechanization technology and services, leading to a transformation in farming through better efficacy, better yields and building direct relationship with the farming community.
- ☞ Adarsh Farm Services has introduced to ensure around 50% cost saving for the farmers, bringing down their cost of spraying per acre. The biggest benefit was seen by the farmer in getting 10-20% yield increase for the crops treated and this was translated from the 20-25% better efficacy of the crop protection products used.
- ☞ In the 21st century, the Indian Agriculture is predominantly dependent on “Farm Laborers” for basic agricultural operations. Various schemes like “100 days assured work” have actually moved traditional farm laborers to work with projects outside agriculture. This culminated in the

severe crisis of not having the all-important farm hands available to the farmers at the times of his need. The immediate effect was less area getting cultivated, skewed application of inputs and delayed harvest leading to crop loss. The innocent farmer was at a receiving end, though it was not his fault in any manner.

☞ The collateral benefits are the large number of farmers getting their field sprayed for crop protection at minimal time, save costly inputs and water, get a better disease/pest control and be environmentally responsible. This inspired small farmers to form groups and get their field serviced at one go, making management of pests better and more efficient.

Section-II: Let's Understand the Nature of Vacancies

Looking for genuinely interested, competent, young, self driven professionals in the *Sales, Marketing, Operations, Business Development Profiles* who would want to be a part of what could be one of the most interesting phases in the history of UPL Ltd.; and excel with a dynamic team which is continuously excelling and recording exponential growth.

Expected Essentials from the Ideal Candidate

(A) Designation, No. of Vacancies and Place of Posting/Job:

- ✓ **Officer - Operations – 70+ Vacancies PAN GUJARAT** (*Bhavnagar, Amreli, UNA, Kalavad, Upleta, Surendranagar, Karjan, etc.*)
- ✓ **Officer - Business Development – 20+ Vacancies PAN GUJARAT** (*Bhavnagar, Amreli, UNA, Kalavad, Upleta, Surendranagar, Karjan, etc.*)

(B) Pay Package Offer:

 **Best in the Industry** 

 **Excellent Exposure + Learning + Career Growth** 

(C) Educational Qualification, Competency Requirements, Special Requirements, Job Responsibilities:

- ✓ **Kindly refer the Detailed Job Profile attached below for both the positions**

✓ Job Profile for Officer – Business Development:

Job Title: Officer-Business Development	Reporting to: Head - AFS
Job responsibilities:	
<ol style="list-style-type: none"> 1. To identify and generate new project leads, research potential market and to initiate services operations. 2. Responsible maximize revenue opportunities through establishing, developing, and maintaining long-term business relationships with clients and vendors. 3. Manage pipeline of services. - Lead overall business development and operations activity in the territory to establish sustained services operations. 4. Relationship mgt. with existing customers, coordination with various stake holders to propose new service with the view of maximizing customer delight. 5. To acquire new projects and facilitate the smooth operation of each new project on continuation. 6. Prepare MIS and share updates with the leadership team as per defined TAT. 7. Propose new operations strategies by attending industry events, conferences, engagement programs. 8. Identify training gape and helping team to develop their skills. 9. New territory projects: Identifying locations, short listing of site, operational requirements, manpower hiring, support for smooth operations (Pre- launch & Post- Launch). 10. Manage and contribute in development of all talent in the territory by help in hiring, training, grooming, career planning. 11. Responsible for increasing the manpower productivity/efficiency and ensuring attrition control. 12. Ensure adherence to all defined quality standards including operational compliance. 13. To lead, provide & build operational execution capability at the field. 14. Channel Partner liaising and maintenance coordination. 	
Additional Responsibilities:	
<ol style="list-style-type: none"> 1. To ensure that all positions are tracked, trained and filled by building talent pipe line, addressing employee issues so that attrition can be controlled. 2. Maximum utilization of infrastructure and resources. 	
Educational Qualification	UG in Agriculture Science/Agri. Engineering/Technology (Agri./Mech.) OR PG in Business Administration
Competencies	<ul style="list-style-type: none"> • Good communication skill, outgoing personality, capabilities to influence clients. • Socially adept and excellent Team Skills. • Able to provide quality leadership to a large team of field operations.
Key Attributes	Excellent Time Management, Excellent Team Skills, Result Focused - Ability to drive projects.

✓ Job Profile for Officer – Operations:

Job Title: Officer-Operations	Reporting to: Officer-Business Development
Job responsibilities:	
<ol style="list-style-type: none"> 1. Responsible to maximize service operations through developing and maintaining long-term customer relationship with the customers and vendors. 2. Manage services execution and delivery plan activity in the territory to sustain services operations. 3. Relationship management with existing customers, coordination with stake holders and team with the view of maximizing customer delights. 4. Ensure adherence of data reporting as per defined TAT. 5. Identify training gape and helping subordinates to develop their skills. 6. Team development in the territory by help in hiring and training. 7. Responsible for increasing the manpower productivity/efficiency and ensuring attrition control. 8. Ensure adherence to all defined quality standards for operational efficiency with zero customer complaint in the territory. 9. Maintenance coordination, ensure adherence of equipment handling and chemical application procedures are complaint in the territory. 	
Additional Responsibilities:	
<ol style="list-style-type: none"> 1. Project based travelling for service delivery. 2. To maintain desire records. 	
Educational Qualification	UG/PG in Agriculture or Allied Sciences (Background in the field of Mechanical/Automotive/Agri. Engineering will be preferred.)
Competencies	<ul style="list-style-type: none"> • Socially adept and excellent knowledge service region geography. • Understands customer needs and able to promote business.
Key Attributes	Excellent Time Management, Excellent Team Player, Physically Fit & Healthy

Section-III: Selection Modalities

Intensive Personal Interview @ AABMI, NAU, Navsari on March 8, 2019-FRIDAY from 11:30 am onward...

(Only for the following Pre-registered Candidates)

- 😊 4 B. Sc.-Hons. (Agri. Biotech.) from ASBI, Surat
- 😊 16 B. Sc.-Hons. (Horticulture) from ACHF, Navsari
- 😊 18 B. Sc.-Hons. (Forestry) from College of Forestry, Navsari
- 😊 17 B. Sc.-Hons. (Agriculture) from CoA, Waghai
- 😊 39 B. Sc.-Hons. (Agriculture) from NMCA, Navsari
- 😊 4 M. Sc. (Agriculture) from NMCA, Navsari
- 😊 9 M. Sc. (Horticulture) from ACHF, Navsari

All The Best to Beat The Best to all the Career Aspirants!!! You CAN, You WILL!!!

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RIGHT People at the RIGHT Places at the RIGHT Time to do the RIGHT Things & Delivering the BEST Performance!!!

Placement Programme 2019: Aiming Higher... Striving Hard... We Can, We Will...



Spectacular Start of Placement Programme 2019



☞ Already organized 8 Placement Interviews of renowned Organizations including MNCs...

☞ Already 11 Students have secured JOB with nearly 5 Lacs Pay Package...

(if you are One of them, Heartily Congrats..... If you are NOT One of them, All The Best...

☞ Many More Companies lined up exclusively for Genuinely Interested & Eligible Students of NAU; whose database is

available with the University Placement & Counselling Cell of NAU, Navsari...

