

PLACEMENT CELL

BIDHAN CHANDRA KRISHI VISWAVIDYALAYA

Notification for Placement of BCKV Students

Notification no: placement 41/11/2021

Date 14.11.21

Toolsvilla is India's largest digital platform that enables SMBs(Small Medium Businesses) majorly from the rural part of the country to purchase machines, tools & equipments at open, wholesale & transparent price. They have more than 25000 customers across India belonging from almost every state in the country. We are registered under the startup India program of the Indian Government & have ISO certification. Having more than 1500 products across 20 major categories we offer home delivery services to more than 20,000 postal codes in India through our courier partners. The Head Office is in Durgapur, West Bengal having one offline store in Bangaluru. They are planning to have multiple stores in India. This journey started in the year 2015 by Mr. Chetan Khaitan in a small 100sq feet of rugged space. Now in 2020 a team of More than 50 people are working towards a common goal of empowering Rural SMBs.

The Job descriptions and other information are mentioned below:

Profile 1: Business Development Manager 01 position

Farm Category

Qualifications: Graduate and Masters (B. Tech or M.Tech. (Ag Engg.), both can apply, Post graduate in Farm Machinery is preferred.

Job Description for BD Farm Category Manager

- They are Looking for Fresher & Experienced professionals
- **Candidates having experience and knowledge in Vendor Management (Farm) Farm machinery, Agro-Economy field or Agricultural product Input Background is preferable.**
- **Key Skills required: good communication, good negotiator, good command on Hindi language.**
- Attracting new clients by innovating and overseeing the sales process for the business. Working with senior team members to identify and manage company risks that might prevent growth in E-Commerce Company.
- Identifying, qualifying, and securing business opportunities; coordinating business generation activities for Toolsvilla E-Commerce Services;
- Developing customized targeted sales strategies
- Building business relationships with current and potential clients over phone.
- Understanding client needs and offering solutions and support over phone and mail;
- Answering potential client questions and follow-up call questions; responding to client requests for proposals
- Collaborating with sales and leadership to secure, retain, and grow accounts in E-Commerce Company
- Creating informative presentations; presenting and delivering information to potential clients over phone.
- Creating and maintaining a list/database of prospect clients; maintaining a database (Salesforce, CRM, Excel, etc.) of prospective client information
- Maintaining a pipeline of all sales administration using CRM software in E-Commerce Company.

Profile 2: Business Development Manager 01 position

Food Category Manager

Qualifications: Graduate and Masters both can apply. Graduate in Food Technology.

Job Description for BD Food Category Manager

- They are Looking for Fresher & Experienced professional
- Candidates having experience and knowledge in modify existing food Machinery and processing Machinery and develop new ones
- Check and improve safety and quality control procedures of Food Machineries and suppliers' factories, from the raw material stage through to the finished product
- Research current consumer markets and latest technologies to develop new product concepts
- Prepare Food product processing machinery costings based on raw materials and manufacturing costs to ensure profitable products
- Attracting new clients by innovating and overseeing the sales process for the business. Working with senior team members to identify and manage company risks that might prevent growth in E-Commerce Company.
- Identifying, qualifying, and securing business opportunities; coordinating business generation activities for Toolsvilla E-Commerce Services;
- Developing customized targeted sales strategies
- Building business relationships with current and potential clients over phone.
- Understanding client needs and offering solutions and support over phone and mail;
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- Collaborating with sales and leadership to secure, retain, and grow accounts in E-Commerce Company
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- Creating and maintaining a list/database of prospect clients; maintaining a database (Salesforce, CRM, Excel, etc.) of prospective client information
- Maintaining a pipeline of all sales administration using CRM software in E-Commerce Company.

For any clarification please free to contact and send your CV to

Moumita Mukherjee

HR Manager

8368143172/7829055044

Visit Us - www.toolsvilla.com

Debabrata Basu, Chairman, Placement Cell. BCKV