



Training and Placement Cell (T&P)
RAJIV GANDHI UNIVERSITY OF KNOWLEDGE TECHNOLOGIES
Basar Campus, Basar Mandal, Nirmal District.

RGU-IIT-Basar/Placement/Notice Board/198/2019

Date: 29.11.2018

JOB DESCRIPTION OF DECATHLON

It is hereby informed to the aspirants of **DECATHLON** that the **DECATHLON** would like to conduct campus recruitment drive for Current E4 students. The following is the detailed Job Description.

Interested students are required to register in the following link by **1st December 2018** by 2PM.


Registration Link: <http://hub.rgukt.ac.in/hub/tnp/register>

Eligibility Criterion:

Description	Criterion
Stream	All Branches
Year of pass	2019
Job Designation	Sport Leader
Place of Posting	Hyderabad
CTC	3.6 LPA

Process of selection:

1. Written Test
2. Group Discussion
3. Sport Interview
4. Personal Interview


Placement Officer
PLACEMENT OFFICER
Rajiv Gandhi University of Knowledge Technologies
AR-04 107. (T.S)

JOB DESCRIPTION LEADER

SPORT

JOB OBJECTIVES

I am a sport user and ambassador. I satisfy my users by selling products and services that will make them come back: "My job is satisfied sports users".

THE JOB RESPONSIBILITIES

I sell through my self-informed layouts
I guarantee the quality of my stock: right stock at the right time for my users
I sell products and services through user contact
I play an active role in the commercial policy for my sport and I boost sales
I forecast my business and decide on action plans accordingly
I manage my sport PnL and take decisions in accordance
I contribute to the safety of my users and store

PERFORMANCE INDICATORS

Progression of sales and profitability for the sport
Progression of number of users for the sport
Quality of merchandising
Forecasting precision

SKILLS

Selling through layout - SCF

- I ensure the facing is perfect at all times and the environment is clean and tidy
- I develop my layout skills by working on my Satisfied Customer Family
- I ensure that my entire layout is Self-Informed, respecting merchandising principles
- I build and animate my layout according to my economic performance

Supplying my layout – Shrinkage & % of manual orders

- I guarantee the right basic stock through automatic supplies: target visible stockouts and check risk references
- I guarantee fast, effective return to peg organisation (receipt of goods - implantation in department)
- I ensure that my stock lists are well prepared and managed in my sport

Sell through contact with users (products/services) – Individual examples

- I welcome every customer in a personalised way, my user is always my priority.
- I fully understand the technical features and uses of the products/services in my sport
- I am immediately available for users who need me
- I sell my range of products and services: listen to needs and wants, targeted sales argument, fulfil promises, and sell more
- I suggest on-line shopping, explaining the benefits for the user
- I communicate with users via e-mail, suggesting suitable products and services whenever possible
- I decide on an appropriate solution for my users in all circumstances and I communicate user comments to the right people to develop user satisfaction

Boosting sales:- Sales of your best sellers & examples of all the commercial actions you have implemented in your store.

- I continuously maintain our price position: the least expensive in the area
- I make sure our best sellers are available and highlighted
- I decide which products to highlight (Multi implantation) and guarantee performance
- I ensure that my hero products take centre stage (innovation, media advertising)
- I measure my weekly performance and respond by implementing and monitoring concrete actions
- I handle my user orders and e-reservations in the shortest possible time
- I ensure clear, consistent communication of services

Implement the commercial policy for each sport – to write a commercial policy.

- I play an active role in the commercial policy for my sports: through suggestions from my Coach
- I update personal and sport related information for users to ensure targeted communication
- I run micro-events to encourage potential users to discover new sports or products at the heart of my commercial policy

Ensuring the safety of people and of goods - BSU

- I guarantee safety basics in my sport (stock rules, maintenance, use of dangerous equipment and products)
- I know and enforce the prevention and action rules concerning fire and evacuation
- I ensure the right protective measures are taken
- I guarantee the product safety policy (regulatory standards and risky product traceability, expiry date)
- I communicate about everyday operational problems and I deal with them

Improve the efficiency of our organisation to the benefit of the users – developments put in place thanks to the work you have done

- I detect any problems in the field and provide solutions to improve our everyday efficiency
- I guarantee fast, effective return to peg organisation to improve availability for customers (receipt of goods - implantation in sport)
- I adhere to and makes sure others adhere to organisational standards that are essential for efficiency (work space organisation, fittings area, signage space)

Play an active role in my development – for what topics are you a trainer? How many trainings you have given etc...

- I prepare for my individual decision meeting; I debrief my action commitments and suggest areas to work on
- I debrief my action commitments after training; I confirm my know-how in the field with my Coach
- I evaluate my know-how (job sheet), debrief my achievements, and suggest development priorities to my Coach at my annual interview

ADDITIONAL RESPONSIBILITIES THAT COMPLEMENT MY JOB

Developing skills via instructorship

- I am a reference for skills and abilities (approved every 2 years at regional/country level)
- I write my mission with dated quantitative and qualitative objectives and I regularly debrief my Coach
- I am autonomous in terms of managing my training (planning, entering information into My Progress, organisation)
- I train in the field, I reinforce know-how and have an official debrief with my Coach
- I support Coaches in teaching product/job skills
- I am available for training in other stores, regions, countries

Provide a personalised, fast, reliable checkout service for our users – Are you a trained Cashier? Your performance as a cashier?

- I make sure that every item purchased is sold at the correct price
- I learn about checkout procedures gradually
- I check all items (protection, labelling)
- I decide on suitable commercial action and inform the sport concerned
- I accept feedback from all users, I make sure I have understood their expectations

Repairing and maintaining our users' equipment qualitatively and in complete safety

- I ensure a while-you-wait service for my store
- I organise and monitor services carried out at the regional workshop
- I have a good command of the know-how required for the repairs/maintenance procedures that I have been trained for
- I use the right tools to guarantee the quality of the service: I am responsible for these tools
- I have a good command of the instructions for use, use and maintenance of the machines on which I have been trained and authorised
- I fully understand and apply the legal standards and requirements relevant to the services I provide