



CENTRALISED CAREER GUIDANCE & PLACEMENT CELL

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F. No. GGSIPU/CCGPC/2021/282

Dated: 10th December 2021

Sub. Summer Internship opportunity for MBA/BBA students in the company “Accrual Intelligence Manuals Group”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of requirement of MBA/BBA students for summer internship in the company Accrual Intelligence Manuals Group for your reference and circulation to students to apply on given link by **13th December 2021-**

Registration Link: <https://forms.gle/CuAjEMwac3cvJdYG6>

AIM Group is really delightful in completing its 5 years of serving the society and expanding its roots PAN India. With its immense growth of serving over 60,000 customers , certifying over 17,000 interns and entering the new global market, we are now ready to expand even more & bringing the new opportunities for the students as well.

Company Name – Accrual Intelligence Manuals Group
Website – www.aimincorp.com
Designation- Intern
Stream Required- M.B.A./B.B.A
Job Location- Delhi/Noida/Work from Home(as per the scenario)
No. of Vacancies – 25
Summer Internship Program

(Ms. Nisha Singh)
Placement Officer, CCGPC

Job Description

Skills Required-

- Interpersonal Skills.
- Excellent communication skills and networking ability.
- Leadership qualities and teamwork skills.

About Company-

Our identity as the leading provider of professional wealth advisory in India and Abroad, AIM Group delivers a one stop solution/ service to achieve financial independence. Our comprehensive wealth management is a high level professional service that combines financial and investment advice in accounting, taxation services and retirement planning. Our wealth management is much more than just investment advice as we encompass all parts of an individual's financial life. We coordinate all the services needed to manage client's money and plan for their own and family's current and future needs. We maintain and increase their wealth based on individual's financial situation goals and comfort level with risk.

We are multiple service providers including Compliance services, Accounting services, Taxation services, Training & Development services, Recruitment services, Consulting services, Internal Expansion services etc. Internship gives an insight of the corporate world to the students and also provides candidates with the tools that are necessary to take judicious decisions regarding their career.

Inclusions--

- Total tenure of the SIP will be 2 Months.
- Students will be getting a work experience certificate from the company
- AIM India Group provides International Exposure; students will be selected on the basis of their performance.

Stipend Criteria – Every Student will be getting a stipend upto 14k Subject to Performance.

Specializations -

1. Marketing (Core Marketing)
2. Marketing & Finance (Dual Specialization)
3. Marketing & HR (Dual Specialization)

CTC for PPO –

Corporate Sales Manager-

Pay Package -

CTC	Yearly(Rs.)	Monthly(Rs.)
Basic	4,00,000	33,333
HRA	2,00,000	16,667
Special Allowance	24,000	2,000
Conveyance Allowance	24,000	2,000
Incentives (Performance Based)	1,60,000	13,333
Telephone	12,000	1,000
Bonus*	40,000	3,333
Travel Perks(Performance Based)	85,000	7,083
Grand Total	9,45,000	78,833

*(Bonus will be declared after completion of two years in the organization.)

HR Area Manager –

Pay Package -

CTC	Yearly(Rs.)	Monthly(Rs.)
Basic	2,50,000	20,833
HRA	1,25,000	10,417
Special Allowance	25,000	2,083
Conveyance Allowance	25,000	2,083
Incentives (Performance Based)	1,50,000	12,500
Telephone	15,000	1,250
Bonus*	35,000	2,917
Grand Total	6,25,000	52,083

*(Bonus will be declared after completion of two years in the organization.)

Common Day Wise Schedule and Learnings

Orientation:

- Introduction with the company guide.
- Project Allocation
- Interaction with senior management

Human Resource Management System:

- Managing payrolls
- Recruitments & on boarding
- Gathering , storing & accessing employee information
- Keeping attendance records & tracking absenteeism
- Performance evaluation
- Benefit administration
- Learning management
- Employee self service
- Employee scheduling
- Analytics & informed decision making

Finance & Taxation:

- Introduction (Setting the Context)
- Basics
- Classifying your market activity
- FSA Analysis
- Ratio Analysis
- Taxation for investors
- Turnover balance sheet
- Financial Research

Financial Sector:

- Financial Sectors available in India.
- Brief about each Financial Sectors.
- Insurance awareness.
- Knowledge about BFSI Sector.
- Career Planning in BFSI Sector.
- Merits and Demerits of each Financial Sector.
- Comparison between each Financial Sector.

Knowledge about the Products:

- Real Estate
- Portfolio Management
- Insurance
- Medi- Claims
- Gold
- Mutual Funds

- Share Market Products
- Loans
- Corporate Bonds
- Fixed Deposits

Product Pitching:

- Dimensions of each product.
- Matching product capabilities to Market needs.
- Positioning.
- Setting clear launch goals.
- Maximization of Sales.
- Market Research (Primary & Secondary)

Customer Knowledge:

- Role of a Portfolio Manager.
- Security Analysis & Portfolio Management.
- Portfolio revision.

Sales Strategies:

- Sales Pitch.
- Call to Actions.
- Demonstrations.
- Role Play.
- Customer requirements.
- Sales activities.
- Leads Generation.
- Closing of Sales.
- Customer Satisfaction.

On the Job Training:

Interns will be on field for next two weeks. The activities will be:

- Lead Generation.
- Selling of Product.
- Meeting with Existing Clients
- Fresh Sales for the Company.
- Revenue Generation.
- Profit Maximization.
- Handling Walk in Clients.
- Maintaining relationship with Clients.

After completing the above task students will move to the next project which includes :

- After the completion of one week training students will be on field for lead generation as per the requirement of the project.

· Students will be preparing the Project Report for next 07 days which will be submitted to the Faculty Guide and the Corporate Mentor. Corporate guide will help the students in preparing the project reports which will include Viva, Presentations, Survey, Content, etc.

- Students will be submitting the Final Project Reports and it will end the Summer Internship Program.

The completion of “Summer Internship” will help the candidates in attaining following things:

- An insight of Corporate World.
- Awareness and better knowledge about the Business and Management Principles.
- Acquisition of Managerial skills and Leadership qualities to meet up the corporate demands.
- Enhancement of Self-Esteem.
- Total Personality Development.
- Development in team building and group cohesiveness.
- Helps to vigour their strengths & overcome their weakness.
- Ability of multi-tasking.
- Updates about the latest Market trends.