Xavier Institute of Management and Informatics

An MBA and MCA Division of St. Xavier's College, Jaipur

A Christian Minority Jesuit Institution run by Jaipur Xavier Educational Association

Affiliated to Rajasthan Technical University, Kota & Approved by AICTE, New Delhi

Nevta-Mahapura Road, Jaipur-302029, Rajasthan

7300042736 **info@ximi.ac.in** **https://ximi.ac.in**

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NOTICE

Campus Hiring Program – Hero FinCorp

This is to inform MBA final year students about an upcoming Campus Hiring Program by Hero FinCorp. The programme is designed to provide students with structured industry exposure, hands-on sales experience, and a potential pathway to a full-time career in the financial services industry as a Territory/Sales Manager.

Job Details:

- **Company Name**: Hero FinCorp
- **Position:** Territory/Sales Manager (Internship-to-Full-Time Opportunity)
- **Preferred Specialisation**: Sales & Marketing or related disciplines
- **Internship Duration:** 3 Months
- **Internship Stipend:** ₹25,000 per month (including ₹5,000 conveyance)
- **Full-Time CTC:** ₹5 LPA, upon successful internship completion, selection, and availability of business requirements
- **Job Function:** Sales
- **Job Location**: Assigned territory, as per organisational requirements.

Job Description and Key Responsibilities:

- Drive business growth and achieve sales targets within the assigned territory.
- Develop and maintain relationships with dealers, distributors, and channel partners.
- Identify new business opportunities and expand market reach.
- Support customer acquisition and portfolio growth initiatives.
- Monitor market trends, competitor activities, and customer requirements.
- Coordinate with cross-functional teams to ensure a seamless customer experience.
- Prepare sales reports, business performance dashboards, and market insights.
- Ensure compliance with company policies and operational guidelines.

Selection Process:

1. Pre-Placement Talk (PPT) at the campus.
2. Assessment.
3. Business Interview.
4. HR Interview.
5. Three-month internship with structured training in product knowledge, industry understanding, market dynamics, sales, and territory management.
6. Final evaluation through an assessment, project report submission, and presentation.
7. Eligible interns may be considered for full-time placement as Territory/Sales Managers based on performance and business requirements.

Instructions:

1. Interested and eligible MBA students from the 2026 and 2027 batches are encouraged to express their interest in this opportunity.
2. Students should possess strong communication, interpersonal, relationship management, analytical, and execution skills, along with proficiency in MS Excel and PowerPoint.
3. Candidates must be willing to travel and work across assigned territories. Access to a two-wheeler is preferable, as the role involves extensive field exposure.
4. Interested students are required to share their details with the Training, Internship and Placement Cell (TIPC) for further coordination.
5. The Pre-Placement Talk and subsequent selection process will be scheduled mutually with the company.

Interested students are encouraged to take advantage of this opportunity to gain practical industry experience and explore a potential long-term career in sales and financial services.

Application Form to be submitted till 30th October 2026 : https://forms.gle/1kSCH88TfF22WNv98

For further details contact:
Sonali Dubey
placement@ximi.ac.in



Director

Ref: XIMI/ACAD/2026/4272-42674

Copy forwarded to the following for information and necessary action:

1. Director, Office XIMI, Jaipur
2. All Staff, XIMI, Jaipur
3. Website Coordinator, XIMI, Jaipur