

SCHEDULE 3

INFRASTRUCTURE/ EQUIPMENT/ TEACHING AID REQUIREMENT

4.1 Occupation/ Course : SALES

NOS Level : 4

Batch Size : 25

No of Trainers : 1

No of Demonstrators: 1

- 20 x 15 or 20 x 20 sqft Class Room

Description		Qty	Specifications
Classroom		1	Minimum 20 x 15 or 20 x 20 sqft
1	Student Chair	25	
2	Student Table	25	
3	Computer with Internet	1	
4	LCD Projector	1	
5	Trainer Chair & Table	1	
6	Pin up Board	1	
7	White Board	1	
Workshop		1	
1	A vehicle for demonstration	1	
2	Computers with DMS (Dealer Management Systems)	25	
3	LCD Projector	1	
4	Chairs with writing top	25	
5	Screen	1	

TRAINER PROFILE

Occupation/ Course : SALES

Level : 4

Batch Size : 25

No. of Trainers : 1

No. of Demonstrators: 1

Education Qualification	Diploma/ Degree in Engineering (Mechanical or Automobile) or MBA in Sales & Marketing
Experience	<ul style="list-style-type: none"> ▪ For Graduates Minimum 10 - 15 years of experience in Automotive Sales ▪ For Engineers (Automobile/ Mechanical) <ul style="list-style-type: none"> - Diploma : Minimum 5 - 8 years of experience in Automobile Sales - Degree: Minimum 3-5 Years of experience in Automobile Sales ▪ MBA with minimum 3 - 5 years of Experience in Auto Sales Minimum 1 year experience as a Trainer will be preferable
Technical Skills	<ul style="list-style-type: none"> ▪ Should have knowledge of Automotive industry ▪ Should have knowledge in Automotive product range ▪ Should have ability to demonstrate and explain Product brochure/leaflet ▪ Should have experience in driving with valid driving license
Other Skills	<ul style="list-style-type: none"> ▪ Good command on English, Hindi and Regional language ▪ Working knowledge of MS word, MS excel, Power point and E-mail ▪ Should be disciplined, able to deliver the courses through the specified media and also to respond to the students' queries ▪ Should be able to evaluate and assess the students. Provide feedback and suggest corrective actions ▪ Should be able to counsel the participants and motivate them to perform well ▪ Should be able maintain MIS, Reporting etc with respect to the programmes

