

Placement Cell - Circular

Dear Students,

This is in regards to internship opportunity with **Indian Oil Corporation Limited**.

Interested students are required to register on below mentioned link latest by today 13th February 2020 till 5 PM.

Registration Link: <https://forms.gle/xathrjoLXYrJDgRX8>

Scope of study and T&C during the training program will be as per below:

Scope of study for students:

- a. Study the sales pattern of IOC COCO and other ROs of the trading area.
- b. Customers profiling
- c. Visit nearby societies / Transport Hub/ Transporters / potential customers and interact with them to make aware about IOCL COCO concept and facilities available and addition of new customers.
- d. Study on the services of COCO and Nearby ROs in the trading area. Recommend the ways to enhance service/ SEVA score.
- e. Formalize and Recommend initiative in consultation with BM to enhance image and sales of all products / NFR/ Lube through COCO.
- f. Study on best practices being followed at nearby RO and implementation at COCO, if possible.
- g. How to reduce the losses of product.
- h. Effective utilization of Automation system installed at COCO.
- i. How to increase Lube sales through Retail outlets (COCO)
- j. Develop concept to enhance Lube selling skill of Customer attendants.
- k. Process improvement / Lube inventory Management/ Merchandizing
- l. Study the footfall at Non-Fuel facilities like Dhaba/Restaurants/Washing facility/Praking Space etc and how to improve the revenue generation.
- m. Study the effect of customer pull campaigns carried out during the period of Summer Training. Bring out Benefits accrued.

Terms & Conditions:

- i) During the training period, no stipend or remuneration will be paid.
- ii) The student will have to make his/her own arrangements for accommodation, if required.
- iii) The Corporation will not be responsible for injury, if any caused during the training. The student is advised to ensure his/her personal safety during the training period and necessary safety and other precautions be adhered to as per the protocol.
- iv) The student will have to bear travel expenses for joining the training and any expenses related to preparation of Project Report.
- v) The students will have to abide by the Rules & Regulations of our Corporation.
- vi) The Corporation reserves its right to discontinue her/his internship at any time during the time of internship at its discretion.

Training & Placement Officer