



Placement & Start-Up Cell

Dr. Harisingh Gour Vishwavidyalaya, Sagar (M.P.)

Ref. Placement/2024/237

Date- 16/02/2024

We are excited to announce an upcoming summer internship by ZIELHOCH. This presents an excellent opportunity for all commerce and management students to enrich their knowledge with practical work experience with this leading organization.

Registration: To participate in the internship by ZIELHOCH interested students are required to register using the following link:

<https://forms.gle/Exx3UPJLhXZQnZMP8>

Eligibility Criteria:

Graduates and Postgraduates in MBA/PGDM/BBA/BCOM.

Specialization in marketing, finance, and HR.

Primary Role:

Marketing: Pitching of products, Matching Needs with Product Benefits, Product Positioning, Lead Generation, Business Development, Primary & Secondary Market Research, Handling client queries, Managing Portfolios, Relationship Management, etc.

Human Resource: Collecting data from desired sources, Recruitment & Selection, On-Boarding Formalities, Gathering, Storing & Accessing Employee information, Understanding CTC Calculations, Primary Screening of Resumes, Scheduling of Interviews, Part of Employee Engagement Team.

Finance: Introduction (Setting the Context), Basics, classifying your Market Activity, Understanding FSA Analysis, Understanding Ratio Analysis, Understanding Taxation Calculations, Financial Market Research.

For any queries or assistance regarding the placement drive or registration process, please feel free to contact our placement cell at 9425425964, 8719063200 placementcell@dhsgsu.edu.in or visit the Placement Cell Office.

This is an excellent opportunity for you to work with a dynamic and forward-thinking company like ZIELHOCH. We wish you the best of luck in your preparations, and we look forward to seeing you shine at the internship drive!

For all other details read the Job description in next page.

Last Date for registration: 18/02/2024

Prof. G.L Puntambekar,
Coordinator, Placement Cell

JOB DESCRIPTION

SUMMER INTERNSHIP PROGRAMME

Company Name	Zielhoch
Website	www.zielhoch.com
Designation	Intern
Stream	MBA/PGDM/BBA/BCOM (excluding 1 st Semester)
Specialization	Marketing, Finance & HR
Location	Delhi – NCR / Work from Home
No of Vacancies	20-25
Duration	45 - 60 Days (As per the campus)
Date of Joining	As per the campus

STIPEND

Stipend will be **performance based up to 15k.**

ABOUT COMPANY

Zielhoch, headquartered in Delhi, is one of India's most reliable consulting firm. As financial advisors, we primarily focus on providing help to all individuals who have aspired to be financially self-sufficient.

"One should not work for money; rather, one should learn how money might work for them," is our motto. This is what we refer to as financial literacy.

We are here to provide such an opportunity for our clients so that they can realize how money can benefit them. We create a pathway between our customers and our knowledge. We believe that the certainties outweigh the uncertainties, and we want our clients to be ready for such situations.

In a fast moving and increasingly complex global economy, our success depends on how faithfully we adhere to our core principles: delivering exceptional clients services; acting with integrity and responsibility and supporting the growth of our employees.

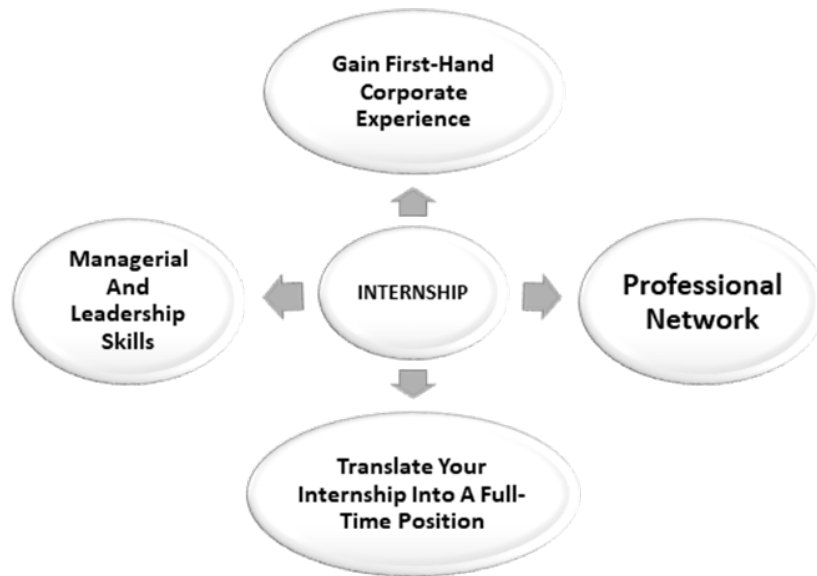
Our ability to maintain the basic values of providing excellent customer service, operating with honesty and accountability, and promoting staff growth in today's fast-paced and more complicated global world.

VISION - "We aim SIMPLICITY we advocate TRANSPARENCY we stand by COMMITMENT we swear by VALUES."

MISSION - "By designing a well-diversified portfolio based on our customers' attitude and needs, we aim to give superior financial literacy. In today's fast-paced and increasingly sophisticated global world, maintaining our basic values of providing exceptional customer service, operating with honesty and responsibility, and supporting staff growth is vital."

PRIMARY FOCUS - “To make one believe that the certainties outweigh the uncertainties, and be ready for such situations”.

WHY INTERNSHIP?



NECESSARY SKILLS

- Proper knowledge of MS Office (Word, PowerPoint, Excel, Outlook).
- Efficient in verbal and written communication.
- Adequate knowledge of marketing & sales, finance, human resource management.
- should be able to work in flexible hours.
- Awareness of Digital Marketing tools, Facebook, LinkedIn.
- Online tools to make presentations, Marketing Research tools.

INCLUSIONS

- Total tenure of the Internship Programme will be for **2 Months (FLEXIBLE)**.
- Students will be getting **Completion, Achievements and Experience**
- **Certificates** from the company.
- **Opportunity to represent organization on International grounds.**
- Students will be selected for **Domestic / International Conventions** on the basis of their Performance.
- Students will get **exposure in all domains of MBA/BBA/BCOM/PGDM.**
- **There will be opportunities for students to win & get exciting contest prizes from the organization.**
- ZIELHOCH also provides **Pre-Placement Opportunity.**

SPECIALIZATIONS

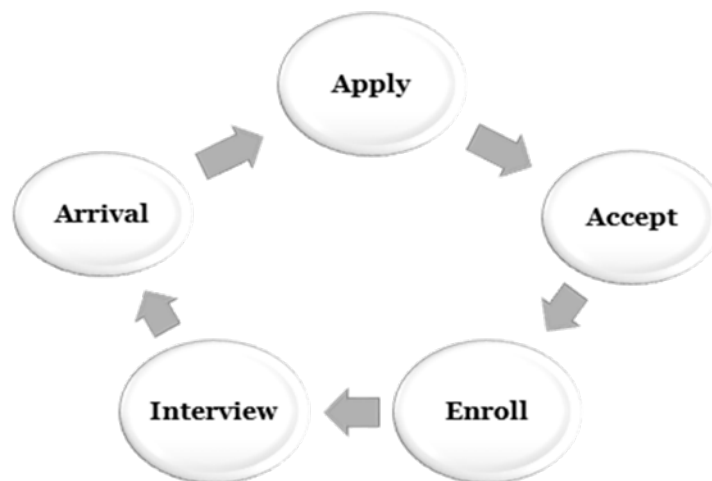
- Marketing (CORE)
- Marketing & Finance
- Marketing & HR

ROLES AND RESPONSIBILITIES

<u>MARKETING</u>	<u>HUMAN RESOURCE</u>	<u>FINANCE</u>
▪ Pitching of product ▪ Matching Needs with Product Benefits ▪ Product Positioning ▪ Lead Generation ▪ Business Development ▪ Primary & Secondary Market Research ▪ Handling client queries ▪ Managing Portfolios ▪ Cross – Selling ▪ Handling existing HNIs ▪ Providing services to customers ▪ Relationship Management	▪ Collecting data from desired sources. ▪ Recruitment & Selection ▪ On Boarding Formalities ▪ Gathering, Storing & Accessing Employee information ▪ Understanding CTC Calculations ▪ Primary Screening of Resumes ▪ Scheduling of Interviews ▪ Part of Employee Engagement Team	▪ Introduction (Setting the Context) ▪ Basics ▪ Classifying your Market Activity ▪ Understanding FSA Analysis ▪ Understanding Ratio Analysis ▪ Understanding Taxation Calculations ▪ Financial Market Research

HOW INTERNSHIP GOES?

Let's understand the module of internship:-



- Assignments to be submitted to company guide in each module.
- KPI will be shared to the college mentor on weekly basis.
- Personality development sessions will be arranged.

PHASES



Thanks & Regards

HR DEPARTMENT

Zielhoch

Website: www.zielhoch.com