

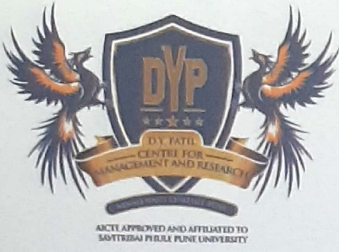
SMDYPSS's
DR.D.Y.PATIL CENTRE FOR MANAGEMENT AND RESEARCH
Chikhali, Pune Academic
Year : 2021-22

Criteria 1.3.2

Field-Work

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SHIKSHAN MAHARSHI DR. D. Y. PATIL SHIKSHAN SANTHA'S

Dr. D. Y. Patil

Centre For Management & Research

Approved by AICTE, Affiliated to Savitribai Phule Pune University • DTE Code : MB6168

AISHE Code. C-42077

PUN No. IMMP013350

SMDYP/MBA/ /2021-22

Date:-31st March 2022

To,

Mr. Lokesh Bora

Founder & CEO

Royal Trading Empire

Pune.

Sub: Request for Field-Work at 'Royal Trading Empire'

Dear Sir,

We are requesting you to please allow our MBA-I year students for one-day fieldwork at 'Royal Trading Empire', to get real world knowledge and experience. This experience will be very useful for their future endeavors.

Hoping for a positive reply from your side.

Thanks and Regards,

Dr. Sunil S. Dhanawade

Director,

DYPCMR, Pune

Director

Dr. D. Y. Patil Centre For
Management and Research

Gat. No. 1029/1030, A/P, Chikhali-411062.




Address : Gat No. 1029, 1030, Newale Vasti, Next To Thermax Square, Chikhali, Pimpri- Chinchwad, Pune- 411062
Website : www.dypatilmba.com | Email : info@dypatilsanstha.com, | Ph. : 020 27490299





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ROYAL TRADING EMPIRE



+91 97626 04343 

Pimple Saudagar, Pune, 411027  royaltradingempire.rte@gmail.com 

Date: 5th April, 2022

To,
Dr. Sunil Dhanawade
Director,
DYPCMR,
Chikhali, Pune

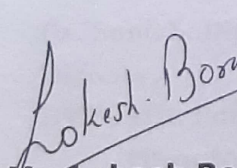
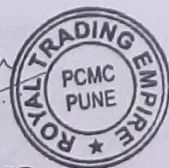
Subject: Approval for field-work

I am writing this letter in response to your request dated 31st March 2022. We are delighted to accept allow your students for one day fieldwork.

I will talk with my team and we shall plan accordingly.

Looking forward to collab with your institute

Thanks and regards,

Mr. Lokesh Bora
Founder & CEO

A
Report

On
"Field-Work on Sales and Marketing"

At
"Royal Trading Empire"

Submitted To
SMDYPSS's
DR. D. Y. PATIL CENTRE FOR MANAGEMENT & RESEARCH,
Chikhali, Pune - 412114.

Submitted By
MBA-I (Field-Work Group-I)

Under the Guidance of
Prof. Rahul Khamkar

Academic Year (2021-22)



Field Work under leadership of Mr. Lokesh Bora at “Royal Trading Empire”

Objective of Field-Work:

1. To get a “real world” experience for the purpose of developing direct leadership, and administrative skills sufficient for entry into a professional career.
2. To study, observe and get practical demonstration in the Sales and Marketing field

Introduction:

We visited ‘**Royal Trading Empire**’ at 10.30 am on 13th April 2022. Mr. Lokesh sir and his team welcome us. Mr. Lokesh sir give a grand presentation that shows how company works and also give a knowledge about sales and marketing techniques.

After the presentation we take a tour of each section of company. Each section has different task. We observe work of each section. Environment and infrastructure of company is excellent.

Field sales representative of company guide us and elaborate us about the role and responsibilities for field sales representative. He also told us about the job opportunities and their required skills in Sales and Marketing field.

Role and Responsibilities:

- Attend and participate in sales and marketing meetings.
- Trade Responsible Care training to be done at every store and completion of training within set dates.



- Achievement of personal revenue and volume targets.
- Supply sales leads to the local Business Development Managers.

After that, we all divide into groups. Different task is assigned to each group. Then we work as a team to complete the task till 4.00 pm. In this process we learned team-work, face to face communication skills and sales and marketing skills.

We enjoyed lot, this is new experience which we get.

Thanks to Mr. Lokesh sir and his team and of course our faculty members of DYPCMR.

Outcome of Field-Work:

- We improve the communication skills, particularly face-to-face communication skill.
- We observed the demonstrated proficiency with a consultative sales approach.
- We get the direct face-to-face sales experience with a successful track record, preferably in the Mid-Market segment.

Group In-charge
Prof. Rahul Khamkar
DYPCMR



A handwritten signature in blue ink, appearing to read "Sunil Dhanawade".

Director
Dr. Sunil Dhanawade
DYPCMR

Director
Dr. D. Y Patil Centre For
Management and Research
Gal. No. 1029/1030, A/P, Chikhali-411062.

**A
Report**

**On
“Field-Work on Sales and Marketing”**

**At
“Royal Trading Empire”**

**Submitted To
SMDYPSS's
DR. D. Y. PATIL CENTRE FOR MANAGEMENT & RESEARCH,
Chikhali, Pune - 412114.**

**Submitted By
MBA-I (Field-Work Group-II)**

**Under the Guidance of
Prof. Balkrishna Chavan**

Academic Year (2021-22)



Field Work under leadership of Mr. Lokesh Bora at “Royal Trading Empire”

Objective of Field-Work:

1. To get a “real world” experience for the purpose of developing direct leadership, and administrative skills sufficient for entry into a professional career.
2. To study, observe and get practical demonstration in the Sales and Marketing field

Introduction:

We visited ‘Royal Trading Empire’ at 10.00 am on 20th April 2022. Mr. Lokesh sir and his team welcome us. Mr. Lokesh sir give a grand presentation that shows how company works and also give a knowledge about sales and marketing techniques.

After the presentation we take a tour of each section of company. Each section has different task. We observe work of each section. Environment and infrastructure of company is excellent.

Field sales representative of company guide us and elaborate us about the role and responsibilities for field sales representative. He also told us about the job opportunities and their required skills in Sales and Marketing field.

Role and Responsibilities:

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Thanks to Mr. Lokesh sir and his team and of course our faculty members of DYPCMR.

Outcome of Field-Work:

- We improve the communication skills, particularly face-to-face communication skill.
- We observed the demonstrated proficiency with a consultative sales approach.
- We get the direct face-to-face sales experience with a successful track record, preferably in the Mid-Market segment.

Group In-charge
Prof. Balkrishna Chavan
DYPCMR



A handwritten signature in blue ink, appearing to read "Sunil Dhanawade".

Director
Dr. Sunil Dhanawade
DYPCMR

Director
Dr. D. Y. Patil Centre For
Management and Research
Gat. No. 1029/1030, A/P, Chikhali-411062.



A
Report

On
"Field-Work on Sales and Marketing"

At
"Royal Trading Empire"

Submitted To
SMDYPSS's
DR. D. Y. PATIL CENTRE FOR MANAGEMENT & RESEARCH,
Chikhali, Pune - 412114.

Submitted By
MBA-I (Field-Work Group-III)

Under the Guidance of
Prof. Shreeyash Sohani

Academic Year (2021-22)



Field Work under leadership of Mr. Lokesh Bora at “Royal Trading Empire”

Objective of Field-Work:

1. To get a “real world” experience for the purpose of developing direct leadership, and administrative skills sufficient for entry into a professional career.
2. To study, observe and get practical demonstration in the Sales and Marketing field

Introduction:

We visited ‘**Royal Trading Empire**’ at 10.30 am on 27th April 2022. Mr. Lokesh sir and his team welcome us. Mr. Lokesh sir give a grand presentation that shows how company works and also give a knowledge about sales and marketing techniques.

After the presentation we take a tour of each section of company. Each section has different task. We observe work of each section. Environment and infrastructure of company is excellent.

Field sales representative of company guide us and elaborate us about the role and responsibilities for field sales representative. He also told us about the job opportunities and their required skills in Sales and Marketing field.

Role and Responsibilities:

- Attend and participate in sales and marketing meetings.
- Trade Responsible Care training to be done at every store and completion of training within set dates.



- Achievement of personal revenue and volume targets.
- Supply sales leads to the local Business Development Managers.

After that, we all divide into groups. Different task is assigned to each group. Then we work as a team to complete the task till 4.00 pm. In this process we learned team-work, face to face communication skills and sales and marketing skills.

We enjoyed lot, this is new experience which we get.

Thanks to Mr. Lokesh sir and his team and of course our faculty members of DYPCMR.

Outcome of Field-Work:

- We improve the communication skills, particularly face-to-face communication skill.
- We observed the demonstrated proficiency with a consultative sales approach.
- We get the direct face-to-face sales experience with a successful track record, preferably in the Mid-Market segment.

Group In-charge
Prof. Shreeyash Sohani
DYPCMR



Director
Dr. Sunil Dhanawade
DYPCMR

Director
Dr. D. Y. Patil Centre For
Management and Research
Gat. No. 1029/1030, A/P, Chikhali-411062.

Field-Work at 'Royal Trading Empire' – MBA-I (2021-22)



[Signature]

Director

Dr. D. Y. Patil Centre For
Management & Research



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Director

**Dr. D. Y. Patil Centre For
Management and Research
Gat. No. 1029/1030, A/P, Chikhali-411062.**





Date: 27/04/2022

Whomsoever it may Concern,

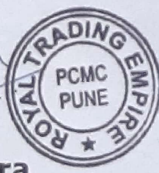
This is to certify that there are students of MBA – I year (2021-22) from Dr. D. Y. Patil Centre for Management and Research, Chikhali, Pune are enrolled for field work under "Sales and Marketing" has successfully completed the assigned field work as per the curriculum of the MBA programme in accordance with norms and under the supervision of the institution and the leadership of 'Mr. Lokesh Bora' for a period of one day.

The students of MBA-I year has been sincere and engaging during the field work. We wish them all the best for future endeavours.

Thanks and regards,

Lokesh Bora

Mr. Lokesh Bora
Founder & CEO



ROYAL TRADING EMPIRE



+91 97626 04343

Pimple Saudagar, Pune, 411027 royaltradingempire.rte@gmail.com

Date: 27/04/2022

Whomsoever it may Concern,

This is to certify that there are students of MBA – I year (2021-22) from Dr. D. Y. Patil Centre for Management and Research, Chikhali, Pune are enrolled for field work under "Sales and Marketing" has successfully completed the assigned field work as per the curriculum of the MBA programme in accordance with norms and under the supervision of the institution and the leadership of 'Mr. Lokesh Bora' for a period of one day.

The students of MBA-I year has been sincere and engaging during the field work. We wish them all the best for future endeavours.

Thanks and regards,


Mr. Lokesh Bora
Founder & CEO

