DIGITAL MARKETING

INTERNSHIP

Comprehensive Digital Marketing for Hero MotoCorp Ltd

A project report on Hero MotoCorp Ltd under the Esteemed Guidance of

K.Ratna Kumari Madam

Presented by

GARAGA. HARIKA

H.No:213888200025

SRI VASAVI DEGREE COLLEGE

ADIKAVI NANNAYA UNIVERSITY

Team member



Name: Garage.Harika

Mail. I'd: pavanigaraga9966@gmail.com

H. No:213888200025

Mobile no: 6300080238

Team leader



Name: Gadala Naga Sulocha Sindhu

mail.id: gedalanagasulochana@gmail.com

Reg no:213888200026 **Mobile no**:6301631229

Team member-02



Name:Garage Harika Mail. id: pavanigaraga9966@gmail.com

H. No:213888200025 Mobile no:6300080238

Team member-03



Name: Kalidindi Kalyani Mail.id:kalyanikalidindi4@gmail.com

H.no: 213888200035 **Mobile no:** 7382204299

Team member-04



Name:Ganta Mercy
Mail.id:mercychitti2003@gmail.com

H no: 213888200022 Mobile no: 6305480578





Name:Pachipala prasanna mail.id:bujjiprasanna1678@gmail.com H.no:213888200064

Mobile no: 9640547728

Brand Study, Competitor Analysis & Buyer's/Audience's Persona

 Research Brand Identity (Mission/Values, USP, Analyze Brand Messaging, Examine the brand's tagline)

Hero MotoCorp Ltd., the world's largest manufacturer of two-wheelers, has a mission and set of values that guide its operations. Here's an overview:

MISSIONS OF HERO MOTOCORP LTD

Hero MotoCorp Ltd., one of the world's largest two-wheeler manufacturers, has a mission to provide mobility solutions to empower people's lives. They aim to offer innovative, reliable, and sustainable products and services that enhance the quality of life for their customers globally. Additionally, Hero MotoCorp focuses on creating value for all stakeholders, including customers, employees, suppliers, shareholders, and society at large, while also contributing to environmental sustainability and social development.

VALUES OF HERO MOTOCORP LTD

Quality: Ensuring high standards of quality in products and services, maintaining trust and reliability among customers. Sustainability: Commitment to environmental sustainability by incorporating eco-friendly practices in manufacturing and operations. Teamwork: Fostering a culture of collaboration and teamwork among employees to achieve common goals. Continuous Improvement: Emphasizing ongoing learning and development, both at individual and organizational levels, to adapt to changing market dynamics and customer needs. These values guide Hero MotoCorp's operations and decision-making processes, contributing to its success and reputation in the industry.

UNIQUE SELLING PROPOSITION(USP)

Hero MotoCorp Ltd has several unique selling propositions (USPs) that differentiate it from its

competitors in the two-wheeler market:Largest Two-Wheeler Manufacturer: Hero MotoCorp is the world's largest manufacturer of two-wheelers by volume, known for its extensive range of motorcycles and scooters.

Strong Brand Heritage: With a legacy spanning several decades, Hero MotoCorp has established a strong brand presence and trust among consumers in India and other markets.

Focus on Innovation: Hero MotoCorp is committed to innovation, regularly introducing new models with advanced features and technologies to meet evolving customer needs.

Wide Distribution Network: Hero MotoCorp has a vast distribution network, ensuring widespread availability of its products and easy access to sales and service centers.

Analyze Brand Messaging:

Trust and Reliability: Hero MotoCorp emphasizes trust and reliability in its messaging, highlighting its long-standing legacy and commitment to quality. This messaging appeals to consumers seeking a dependable and trustworthy brand.

Innovation: Hero MotoCorp positions itself as an innovative brand, continuously introducing new technologies and features in its products. This messaging appeals to tech-savvy consumers looking for advanced and modern two-wheelers.

Value for Money: Hero MotoCorp's messaging often emphasizes the value-for-money proposition of its products, highlighting their affordability and cost-effectiveness. This appeals to budget-conscious consumers looking for high-quality products at a reasonable price.

Customer Focus: Hero MotoCorp's messaging also emphasizes its commitment to customer satisfaction, highlighting its extensive service network and after-sales support.

COMPETITOR ANALYSIS

COMPETITOR 1: Bajaj Auto Ltd

COMPETITOR 2: TVS Motor Company

COMPETITOR 3: Honda Motorcycle and scooter India(HMSI)

Competitor 1: Bajaj Auto Ltd

Bajaj Auto Ltd. is a renowned Indian multinational company that specializes in manufacturing motorcycles, scooters, and auto-rickshaws. Established in 1945, Bajaj Auto has a rich history of over 75 years in the automotive industry.

Some notable achievements of Bajaj Auto Ltd. include:Pioneering the development of the iconic Bajaj Chetak scooter and the Bajaj Pulsar motorcycle series.Partnering with global brands such as KTM and Triumph for joint ventures and collaborations.Embracing sustainable practices and introducing electric vehicles like the Bajaj Chetak Electric scooter.Bajaj Auto Ltd. continues to be a dominant force in the Indian automotive industry, consistently evolving and adapting to changing market trends and consumer demands.

Online Communication:

Online communication refers to the exchange of information, ideas, or messages over the internet or through digital channels. It encompasses various forms, including email, instant messaging, video calls, social media platforms, forums, and online chat rooms. Online communication allows individuals to connect with others regardless of geographical distances, making it convenient for collaboration, networking, and social interaction. However, it also presents challenges such as misinterpretation of tone, privacy concerns, and the spread of misinformation.

Online communication refers to the exchange of information, ideas, or messages via digital platforms such as email, instant messaging, social media, or video conferencing. It's become a crucial part of daily life for many people, enabling instant connection and collaboration across geographical distances.

Swot Analysis of Bajaj Auto Ltd

Strengths:

Strong Brand Image: Bajaj Auto has a strong brand image in India, known for its reliable and fuel-efficient motorcycles like the Pulsar and Discover.

Market Leadership in Three-Wheeler Segment: Bajaj Auto is a market leader in the three-wheeler segment in India, with its popular RE range of vehicles.

Focus on Innovation: The company has a strong focus on innovation, with a reputation for introducing new models and technologies in the market.

Weaknesses:

Limited Presence in Four-Wheeler Segment: Bajaj Auto has limited presence in the four-wheeler segment, which limits its ability to compete in the broader automotive market. Dependence on Entry-Level Motorcycles: The company's revenue is heavily dependent on entry-level motorcycles, which makes it vulnerable to fluctuations in the economy and consumer preferences.

Opportunities:

Electric Vehicle Market: Bajaj Auto can capitalize on the growing demand for electric

vehicles by expanding its electric vehicle portfolio and infrastructure.

Global Expansion: The company can further expand its presence in international markets, particularly in emerging economies where there is a growing demand for affordable motorcycles and three-wheelers.

Threats:

Competition: Bajaj Auto faces intense competition from both domestic and international

automakers, particularly in the motorcycle segment.

Regulatory Changes: Changes in government regulations, particularly related to emissions and safety standards, can impact Bajaj Auto's operations and profitability.

Competitor 2: TVS Motor Company

TVS Motor Company is an Indian multinational motorcycle company headquartered in Chennai, Tamil Nadu. It was founded in 1978 and is part of the TVS Group, which has been in existence for over a century. TVS Motor Company manufactures motorcycles, scooters, mopeds, and auto-rickshaws. It has a significant presence in the domestic market and also exports to various countries. The company is known for its innovation in two-wheeler technology and has several popular models in its lineup.

Online Communication:

TVS Motor Company is a well-known Indian multinational motorcycle company headquartered in Chennai, India. While they primarily focus on manufacturing motorcycles, scooters, mopeds, and three-wheelers, they also engage in online communication to reach out to customers, stakeholders, and the general public.

Here are some aspects of TVS Motor Company's online communication:

- **1.Website**: TVS Motor Company maintains an official website where they showcase their product lineup, provide information about the company's history, milestones, corporate social responsibility initiatives, investor relations, and career opportunities. The website serves as a hub for customers and investors to access relevant information about the company.
- 2.**Social Media Presence**: TVS Motor Company actively engages with its audience through various social media platforms such as Facebook, Twitter, Instagram, LinkedIn, and YouTube. They use these platforms to share product updates, promotions, campaigns, event highlights, corporate news, and customer stories. Additionally, social media serves as a channel for customer feedback, queries, and support.

SWOT Analysis of TVS Company

Strengths:

Diverse Product Portfolio: TVS Motor Company has a diverse product portfolio, including motorcycles, scooters, and mopeds, catering to various market segments.

Strong Presence in Scooter Segment: TVS is a strong player in the scooter segment in India, with popular models like the Jupiter and NTorq.

Focus on Innovation: The company has a strong focus on innovation, with a reputation for introducing new models and technologies in the market.

Global Presence: TVS Motor Company has a presence in international markets, particularly in Africa, Latin America, and Southeast Asia, which reduces its dependence on the Indian market.

Weaknesses:

limited Presence in Premium Segment: TVS has a limited presence in the premium motorcycle segment, which limits its ability to compete with other players in that segment.

Dependence on Domestic Market: The company's revenue is heavily dependent on the domestic market, which makes it vulnerable to fluctuations in the Indian economy.

Opportunities:

Electric Vehicle Market: TVS Motor Company can capitalize on the growing demand for electric vehicles by expanding its electric vehicle portfolio and infrastructure.

Global Expansion: The company can further expand its presence in international markets, particularly in emerging economies where there is a growing demand for affordable motorcycles and scooters.

Threats:

Competition: TVS Motor Company faces intense competition from both domestic and international automakers, particularly in the motorcycle and scooter segments.

Regulatory Changes: Changes in government regulations, particularly related to emissions and safety standards, can impact TVS Motor Company's operations and profitability.

Competitor 3: Honda Motorcycle And Scooters (HMIS)

Honda Motorcycle and Scooter India Pvt. Ltd. (HMSI) is a subsidiary of Honda Motor Company, Japan, and is one of the leading two-wheeler manufacturers in India. Here are some details about Honda Motorcycle and Scooter India (HMSI):

- **1.Establishment:** HMSI was established in 1999 as a wholly-owned subsidiary of Honda Motor Company, Japan. It was formed to manufacture and sell Honda motorcycles and scooters in the Indian market.
- **2. Product Range:** HMSI offers a wide range of motorcycles and scooters catering to different segments of the market. Their product lineup includes commuter motorcycles, sport bikes, scooters for urban commuting, and premium motorcycles.
- **3.Manufacturing Facilities:** HMSI has multiple manufacturing plants in India, located in areas like Manesar (Haryana), Tapukara (Rajasthan), Narsapura (Karnataka), and Vithalapur (Gujarat). These facilities are equipped with state-of-the-art technology for production, quality control, and research & development.

Online Communication:

Honda Motorcycle and Scooter India Pvt. Ltd. (HMSI) utilizes various online communication channels to engage with customers, promote its products, and enhance brand visibility. Here are some details about HMSI's online communication strategies:

- **1.Website:** HMSI maintains an official website where customers can explore the company's product lineup, features, specifications, pricing, and dealership locations. The website also provides information about promotions, offers, events, and corporate news. Additionally, customers can access after-sales services such as service bookings, spare parts ordering, and customer support through the website.
- **2.Social Media Presence:** HMSI actively maintains profiles on popular social media platforms such as Facebook, Twitter, Instagram, and YouTube. Through these channels, the company shares updates about new product launches, campaigns, events, and corporate initiatives. Social media also serves as a platform for engaging with customers, responding to queries, and gathering feedback.

SWOT Analysis of Honda Motorcycle and scooters (HMAS)

Strengths:

Strong Brand Image: Honda has a strong brand image in India, known for its reliable and fuel-efficient motorcycles and scooters.

Wide Product Range: HMSI offers a wide range of motorcycles and scooters, catering to various market segments

Focus on Innovation: The company has a strong focus on innovation, with a reputation for introducing new models and technologies in the market.

Global Presence: HMSI is a subsidiary of Honda Motor Company, Japan, and benefits from its global presence and expertise.

Weaknesses:

Limited Presence in Premium Segment: Honda has a limited presence in the premium motorcycle segment, which limits its ability to compete with other players in that segment.

Dependence on Scooter Segment: The company's revenue is heavily dependent on the scooter segment, which makes it vulnerable to fluctuations in consumer preferences.

Opportunities:

Electric Vehicle Market: HMSI can capitalize on the growing demand for electric vehicles by expanding its electric vehicle portfolio and infrastructure.

Global Expansion: The company can further expand its presence in international markets, leveraging Honda's global brand presence.

Threats:

Competition: HMSI faces intense competition from both domestic and international automakers, particularly in the motorcycle and scooter segments.

Regulatory Changes: Changes in government regulations, particularly related to emissions and safety standards, can impact HMSI's operations and profitability.

Buyer's/Audience's Persona

Name: ramakrishna

Demographics:

Age: 30

Gender: Male

Location: Bangalore, Karnataka

Occupation: Software Engineer

Income: INR 10-15 lakhs per annum

Psychographics:

Lifestyle: Urban, tech-savvy, active lifestyle

Interests: Adventure sports, travel, technology

Values: Performance, reliability, convenience

Challenges: Traffic congestion during commute, weekend getaways to nearby destinations

Buying Motivation:

Looking for a reliable and fuel-efficient two-wheeler for daily commute in Bangalore's traffic.

Interested in a bike that offers good performance for weekend rides and occasional long trips.

Values technology and features that enhance the riding experience.

Concerns:

Budget-conscious, looking for value for money.

Safety is a priority, especially in city traffic and during long rides.

Seeks a brand with a strong service network and good resale value.

HOW HERO MOTOCORP Ltd can appeal to Rahul: Highlight the fuel efficiency and performance of their bikes, emphasizing convenience and ease of commute.

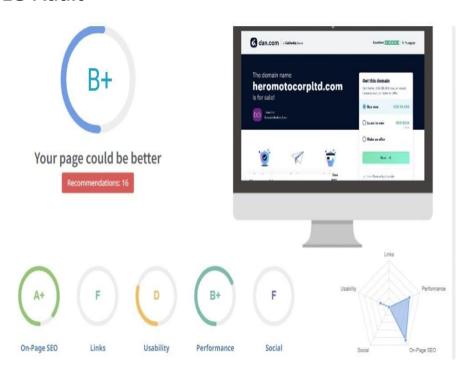
Showcase features that enhance the riding experience, such as advanced technology and comfort features.

Offer promotions or discounts that align with his budget-conscious mindset.

Provide testimonials or reviews from other tech-savvy urban riders who have found Hero MotoCorp bikes to be reliable and enjoyable for their lifestyle.

Part2: SEO & Keyword Research

SEO Audit



- 1. *Website Structure and Technical SEO:*
- Evaluate website architecture, navigation, and URL structure.
 - Check for crawlability and indexability issues.
 - Assess site speed and mobile-friendliness.
- Review meta tags, headings, and schema markup implementation.
- 2. *Content Analysis:*
- Assess the quality, relevance, and uniqueness of existing content.
 - Identify keyword optimization opportunities.
 - Check for duplicate content issues.
- Evaluate content depth and comprehensiveness.

SEO Audit

Toggle	Usability	On-Page SEO	Social	Performance	Link	5	
Execute a Link E	Building Strategy					Links	High Priority
Optimize for Co	re Web Vitals					Unability	Attedium Paberity
Improve site loa	nd speed					Performance	Medium Princip
Optimize your page for Mobile PageSpeed Insights					Uzability	Low Priority	
Optimize your page for Desktop PageSpeed Insights						Usalitity.	Law Priority
Use your main k	eywords across	the importan	t HTML ta	gs		7m Fage SEQ.	Law Princely

Keywords Research

☐ Keyword	✓ Volume ③	Competition ①	KEI ①	No Click Searches ①
□ hero motocorp ltd □	180	48	23	
☐ hero motocorp ltd share price ☐	90	[23]	85	
☐ hero motocorp ltd annual report 2017 18 ☐	55		-	
☐ hero motocorp ltd zoominfo	55		_	
□ india's hero motocorp ltd □	28		-	
☐ HERO MOTOCORP LTD HF DELUXE S ☐	24		_	
☐ Hero MotoCorp Ltd annual reports ☐	24		_	
☐ Senior Brand Manager Hero MotoCor ☐	24		-	
☐ Senior Brand Manager Hero MotoCor	24		-	
☐ hero motocorp india pvt ltd	24		-	
☐ hero motocorp ltd and ashok leyland	24			

On page Optimization

Focus Keywords: Hero motocorp ltd hf deluxe self,India's hero motocorp ltd,Hero motocorp india pvt ltd,Hero motocorp ltd and ashok leyland.

Meta Title: Hero MotoCorp Ltd Hf Deluxe self|India's Hero motoCorp Ltd|Hero motocorp ltd and ashok leyland.

Meta Description: Discover insights into Hero MotoCorp Ltd leadership, products, and market position. Explore India Hero Moto Corp Ltd's range of motorcycles and scooters, synonymous with innovation, performance, and reliability

On page optimization(content optimization)

Introduction: certainly! Let's break down each term with a brief introduction:

Hero MotoCorp Ltd HF Deluxe: The Hero Moto Corp Ltd HF Deluxe Self is a motorcycle model manufactured by Hero MotoCorp, a leading motorcycle manufacturer in India. It's known for its reliability, fuel efficiency, and affordability, making it a popular choice among commuters.

India's Hero MotoCorp Ltd: It is the world's largest manufacturer of motorcycles and scooters. It's a prominent player in India's automotive industry, known for its wide range of two-wheelers catering to diverse consumer needs.

Hero MotoCorp India Pvt Ltd: It is the official name of the company that is commonly known as Hero MotoCorp. It is the world's largest manufacturer of motorcycles and scooters, headquartered in New Delhi, India.

Hero MotoCorp Ltd and Ashok Leyland: These are both prominent companies in the Indian automotive industry, but they operate in different segments. Hero MotoCorp is the world's largest manufacturer of two-wheelers, primarily motorcycles and scooters, while Ashok Leyland is a major player in the commercial vehicle segment, particularly in the production of trucks and buses.

Document the challenges faced during the research and analysis phase, as well as the key insights gained from the keyword research process.

- Getting a free tool to do keyword research is a task since most tools are paid.
- Choosing the right keywords was an issue since there were a lot of relevant keywords in the list.
- We understood how the users search & gained insights into the kind of keywords

people search for.

Part 3: Content Ideas and Marketing Strategies

Content ideas and marketing strategies can vary widely depending on your industry, target audience, and goals. However, here are some general ideas and strategies to consider:

- **1.Content Ideas:**Educational Content: Create guides, tutorials, or how-to articles/videos related to your industry or products/services.
- **2.Entertaining Content:** Develop engaging and entertaining content such as quizzes, polls, or interactive experiences.
- **3.Marketing Strategies:**Content Calendar: Develop a content calendar to plan and organize your content strategy, ensuring a consistent flow of content.
- **4.SEO Optimization:** Optimize your content for search engines to improve visibility and attract organic traffic.

Content Calendar for Hero Motocorp Ltd the month of July



Strategy, Aim and the idea behind the story



Hero MotoCorp Ltd. is one of the world's largest two-wheeler manufacturers, and its story is built on a solid strategy, aim, and innovative ideas. The company's strategy revolves around delivering high-quality, affordable, and fuel-efficient motorcycles to a wide range of customers, catering to various segments and markets globally. Its aim is to empower people with mobility solutions that enhance their lives, whether for daily commuting or leisure riding. The idea behind Hero MotoCorp's story is rooted in its commitment to innovation, sustainability, and customer satisfaction, driving it to continuously evolve and lead in the two-wheeler industry.

Strategy, Aim and the idea behind this Post



strategy, aim and the idea behind the post, start by defining your strategy, which outlines your overarching goals and objectives. Next, identify your target audience and tailor your content to resonate with them. Your aim should be to engage, inform, or persuade your audience, depending on your specific goals. Finally, ensure your post conveys a clear and compelling idea that aligns with your strategy and resonates with your audience, sparking their interest and prompting them to take action.

Part3: Content Ideas and Marketing strategy

Sure, here are some content ideas and marketing strategies:

Content Ideas:

- **1.How-to Guides:** Create step-by-step guides related to your niche or industry.
- **2.Case Studies:** Share success stories or lessons learned from your clients or customers.
- **3.Infographics:** Visualize data or information relevant to your audience in a visually appealing way.

Marketing Strategy:

- **1.Define Your Target Audience:** Understand who your ideal customers are and tailor your content to meet their needs and interests.
- **2.Consistent Branding:** Maintain a consistent brand voice and visual identity across all your marketing channels.

Part 4: Content Creation and curation

Part 4: Content Creation and Curation

Post Creation:

• Select Content Categories: Come up with three different content formats relevant to the chosen topic or industry. Research and

Brainstorm: Research trending topics, industry news, or audience interests within each category. Brainstorm ideas for social media posts that align with each category. Write complete content/caption along with the

CTAs.

Format 1

Format 2

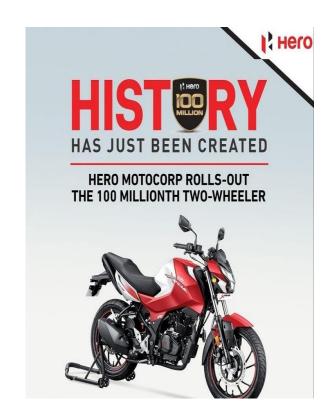
Format 3

Format 1:Static post on Extreme 160R

Caption: The Xtreme 160R is a motorcycle manufactured by Hero MotoCorp. It's known for its sporty design, agile handling, and efficient performance. Some key features include a 160cc engine, advanced fuel-injection technology, LED lighting, digital instrument cluster, and disc brakes for enhanced safety. It's popular among riders looking for a blend of style, performance, and affordability.

Hashtag:

#extreme160r#heromotocorpltd,#indiaheromotocorp #heromotopvt



Format 2: Reel Post on Maverick 440

CAPTION: Maverick 440 typically refers to the Polaris RZR Maverick 440, which is an off-road vehicle designed for racing and recreational riding. It's known for its high-performance engine, rugged suspension system, and advanced features for tackling challenging terrain. With a powerful 440cc engine, it offers impressive acceleration and top speeds, making it popular among off-road enthusiasts. It's important to note that specifications and features may vary depending on the specific model year and modifications made to the vehicle.

HASHTAGS:#marvick440#heromotocorpltd #theride



Format 3: Carousel Post on Hero pleasure BS6

Caption: The Hero Pleasure Plus is a scooter model from Hero MotoCorp, known for its sleek design and easy maneuverability. It typically features a 110cc engine, making it suitable for city commuting. With its lightweight frame and comfortable seating, it's aimed at riders looking for a convenient and stylish urban ride. For specific details like specifications, pricing, and availability, it's best to check the latest information from Hero MotoCorp's website or authorized dealers.

Hashtags:

#heromotocorpltd #maestroscooty#livethelegend



Part 4: Content Creation and Curation

Instagram Story

Screenshots of Story

https://www.instagram.com/hero_motocrop_ltd?igsh=NmxrZjJ5MzZl MHh5

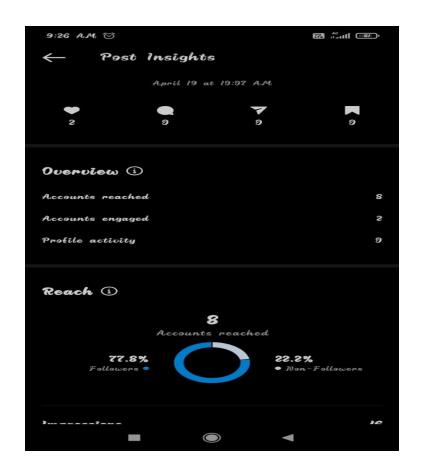




Highlights for Story

https://www.instagram.com/hero_motocrop_ltd?igsh=NmxrZjJ5MzZIMHh5





Story Insights-Q&A

Reach is ___
Impressions is ___
Likes is ___
Etc...

Areas for improvement:

- 1) Story could be better. Quiz option would help in getting engagement
- 2) Since the shares of informative stories are more, we could create more informative stories

Part 4: Content Creation and curation

Designs/videos Editing

- Design Tools Familiarization (use Canva for creating visually appealing graphics)
- Video Creation: Utilize VN or any video editor of your choice to create videos related to the chosen topic.



Post link:

https://www.instagram.com/p/C5-Xu5zvON U/?igsh=czFseWh4cnZ2MDdh

Caption: The Xtreme 160R is a motorcycle manufactured by Hero MotoCorp. It's known for its sporty design, agile handling, and efficient performance. Some key features include a 160cc engine, advanced fuel-injection technology, LED lighting, digital instrument cluster, and disc brakes for enhanced safety. It's popular among riders looking for a blend of style, performance, and affordability.

#hero #motocrop #theride #xtreme #heromotosports



Video link:

https://www.instagram.com/reel/C5-dVqYPZ0S/?igsh=eHZsYTdhYW00b3Jr

CAPTION: Maverick 440 typically refers to the Polaris RZR Maverick 440, which is an off-road vehicle designed for racing and recreational riding. It's known for its high-performance engine, rugged suspension system, and advanced features for tackling challenging terrain. With a powerful 440cc engine, it offers impressive acceleration and top speeds, making it popular among off-road enthusiasts. It's important to note that specifications and features may vary depending on the specific model year and modifications made to the vehicle.

#mavrik440 #hero #thelengedride #motocrop #indiaheromotors