



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA
MUMBAI | RAIPUR | RANCHI | KOLKATA | PATNA

VERDIS

Virtual Campus Recruitment – 2022 Passing Out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register – 8th May 2022 at 10:00pm

Company	VERDIS			
Website	www.verdis.ai			
Batch	2022 passout Batch			
Date of Campus	Will be Informed though Email			
Job Title	Business Development Manager			
Eligible Degrees	MBA			
Eligibility Criteria	10th	-	60 % Criteria	
	12th	-	60 % Criteria	
	Graduation/ PG	-	6 CGPA	
Other Skills Required (If any)	<ul style="list-style-type: none">• Internship experience in client acquisition is a plus.• Understanding of the market, Lead generation, lead conversion, market development is must• Attention to detail and high work ethics• Excellent written and verbal communication skills• A result oriented mindset, ability to drive yourself			
Location	Gurugram			
Compensation (CTC)	Management Trainee for 6 months and then will review after 4 month			
	Stipend - 20K per month			
	4.5 LPA to 7.5 LPA			
Roles & Responsibilities	Business Development (60%) <ul style="list-style-type: none">• Leading Business Development for Product (VERDIS – Business Intelligence)• Managing & devising the strategy on business development, defining revenue targets and delivering on the set revenue targets• Evaluating industry trends, recommending strategies for new business opportunities by working closely with the CEO & business head			

- Connecting with the various industry bodies/ association / industry events /concerned stakeholders, to organize workshops/webinars for Product Demo & lead generation
- Managing existing corporate customers with due diligence in order to generate more business for VERDIS Closely working with the sales and the marketing team in order to ensure lead generation activities & lead conversions
- Build long-term relationships with new and existing customers & look out for more Cross Sell/Up Sell opportunities)
- Monitor competitor activities and devise effective counter measures business development tactics
- Be very meticulous about data tracking from all input metrics to various output metrics to systematically improve existing business development/lead generation processes & nurturing
- Work with marketing team on campaigns to ensure higher visibility for the “product line” & work closely with Inside Sales to ensure leads generation, lead nurturing & paddle the leads as per the Sales funnel/stage (Connected Sales & marketing)
- Work closely with Product Manager for building (DIRECT) & (IN-DIRECT) sales channels for VERDIS

Partner Enablement (40%)

- Proactively engage with partner sales management teams & partner program teams to identify, prioritize, develop, and execute successful enablement plans, content, & programs for VERDIS (product) line
- Work with all levels of leadership (internal and external) to ensure deployment of training & tools needed by partners for winning the business/account for VERDIS
- Build relationships with strategic partners & create joint partner enablement plans/GTMs, review POCs pipeline, Progress in POC deployment in collaboration with Partners
- Engage regularly with key partners to monitor enablement process, new requirements, market expansion (India + APAC) & future revenue goals
- Provide regular updates to VERDIS management on the status of each partner's enablement/ leads POCs progress, Customer wins & Competition Wins
- Build comprehensive partner Training & Certification offerings, funding programs, Partner programs & be a trusted advisor to partners
- Produce metrics reporting – and provide insight and impact of initiatives
- Establish fluent channels of feedback, participation & support from both internal and external stakeholders.
- Analytical capability to understand key trends in the region across the channel partner community, and work with the partner leaders in the region (**India & APAC**) to establish GTMs, POCs, trainings, market expansion that help drive partner revenue & add more to revenue pipe

Note - Business Development manager should be open to travel.

KPI	<ul style="list-style-type: none"> • Leads generated & nurturing • Achieving monthly/quarterly targets • New Partners Added • Monthly SQLs generated • Monthly growth/influencer events • GTM success map with Partners
Representative from ATPC (For Guidance/Query)	Mr. Ankur Thukral (9958011971)
How to Apply?	<p>All interested & eligible students need to apply on the link mentioned below –</p> <p>CLICK HERE TO APPLY</p>

All the Best!

Anjani Kumar Bhatnagar
Dy. Director - Amity Technical Placement Centre

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