Platina Software

Virtual Campus Recruitment – For 2022 Passing Out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register – 18th May 2022, 4 PM

Company	Platina Software Pvt. Ltd
Website	www.platinasoft.com
Batch	2022 Batch
Date of Campus	Will be informed later
Job Title	1 Business Development Manager 2 Business Development Associate 3 Customer Success Manager 4 Consultant Technical 5 Product Specialist
Eligible Branches	Profile 1 - MBA Marketing Profile 2 - BA B.com Profile 3 - BBA, BA, B.com Profile 4 - B.Tech CS/IT, Electronics, MCA Profile 5 - MBA IT Profile 6 - Technical support Associate
Eligibility Criteria	Class 10th Examination a. C.B.S.E board applicants: At least 75% in your class 10th examinations. b. State Board applicants: At least 65% in your class 10th or equivalent examination. Class 12th Examination a. C.B.S.E board applicants: At least 70% in your class 12th examinations. b. State Board applicants: At least 60% in your class 12th or equivalent examination. Graduation You should have scored at least 55% in your graduation degree. For CGPA based programs, the minimum requirement is 6.5 C.G.P.A
Full Time Employment	Full time

Joining Date	1st week of June
Other Skills Required (If any)	- General Enthusiasm and passion for Business Development and strong relationship building skills. Primary Skills - Strong analytical skills. - Good relationship building and management skills. - Good oral and written communication skills. - Good command over English language. - Good at multi-tasking. - Team player. - Goal driven.
Roles & Responsibilities	**Profile 1** Roles and Responsibilities • Manage full relationship with business prospects for industry-leading and innovative Cloud Software applications. • Explain software products to prospects, understand their requirements and establish the fitment. • Regularly Communicate via online meetings, email and phone with your accounts. • Schedule and manage Demos and promote trial signups. • Conduct short online sessions for feature discussion and mapping. • Coordinate with various teams. • Actively track accounts, act as a consultant, get them to sign-up and ensure revenue. • Manage the accounts using a Sales CRM platform. • Completely Web, Email and Telephonic function. **Profile 2** Roles and Responsibilities • Pitch software application, Qualify Leads, and consult and convince for a Demo. • Communicate over email and phone with your accounts. • Build and Manage relationship with your prospects. • Actively track accounts using a Sales CRM platform. • Completely Telephonic, Email and Web process. **Profile 3** Roles and Responsibilities • Be the single point of contact for customer implementation, success, retention and growth. Be instrumental in devising, planning and executing new programs and modules. • Take account handover from BD team after closure. • Discuss, record, plan and manage New Customer Implementation. • Identify and plan all parameters of implementation and engagement of different teams. • Deliver standard training modules. • Perform regular follow-ups, ensure high level of engagement and success of implementation. • Track product usage, analyze customer data, make suggestions. • Identify and manage any support, training and any other service requirements. • Identify, discuss, execute and manage additional purchase and upselling requirements. • Conduct special topic online sessions. • Plan, prepare and rollout new Success and Training Modules. • Plan and Manage Customer campaigns. • Blog writing. • Completely Telephonic, Email and Web process. **Profile 4**

	Roles and Responsibilities • Be a product consultant or analyst for prospects, customers and colleagues in other teams. • Answer pre-sales and post-sales technical queries. • Understand customer requirements, do the mapping, and provide solutions. • Conduct product demos. • Conduct training and special feature sessions. • Provide technical guidance and support to Business Development, Customer Success and Technical Support teams in their functions. • Completely Telephonic, Email and Web process. **Profile 5** Roles and Responsibilities • Be a product consultant or analyst for prospects, customers and colleagues in other teams. • Answer pre-sales and post-sales technical queries. • Understand customer requirements, do the mapping, and provide solutions. • Conduct product demos. • Conduct training and special feature sessions. • Provide technical guidance and support to Business Development, Customer Success and Technical Support teams in their functions. • Completely Telephonic, Email and Web process. **Profile 6** Roles and Responsibilities • Understand functionality and features of software products in detail. Master usage of the products to the level of an expert user. • Understand user queries, issues and requirements, and provide timely solutions. • Communicate over email, phone and remote sessions with product users. • Actively track user tickets using a Support helpdesk platform. • Completely Telephonic, Email and Web process.
Recruitment Process	• Document collection • Written Test • Functional round • HR round • Offer making and acceptance
PKG	Profile 1 6 LPA Profile 2 3.6 LPA Profile 3 CTC 4.5 Lpa (75% fixed, highly certain variable) Profile 4 4.5 LPA Profile 5 5 LPA
Location	Delhi NCR
Representative from ATPC **(For Guidance/Query)**	Ms Sangeeta Berry (7042292142)
How to Apply?	**All interested & eligible students need to apply on the link mentioned below -** CLICK HERE TO APPLY

All the Best!

Anjani Kumar Bhatnagar

Dy. Director - Amity Technical Placement Centre

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