



AMITY TECHNICAL PLACEMENT CENTRE

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

LIFECCELL

Campus Recruitment – 2022 Passing out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register – 19th May 2022 by 10 AM

Company	LifeCell
About Company	www.lifecell.in
Batch	2022
Date of Campus	Will be confirmed later
Job Title	Profile 1 - Customer Relationship Profile 2 - Business Development Officer
Eligible Criteria	<ul style="list-style-type: none">• Any UG - Biotech/Pharma / Medical Science / Bio Science Background with excellent communications skills• Presentable• Zeal to pursue career in Sales/Business Development• MUST SPEAK FLUENT ENGLISH• Two-wheeler and Driving License Mandator
Roles & Responsibility	Profile 1 - <ul style="list-style-type: none">• To achieve the target sales that is communicated from time to time.• To visit hospitals/clinics and meet gynaecologists and generate leads of expectant mothers.• To give presentations to expectant parents per day.• To enter the leads generated from the field and to fill the activities carried out in the field daily in CRM.• To project an appropriate image of the company in the field (expectant mother and doctors).• To inform all activities happening in the field such as competitor activities and market feedback to Center Head.• To take Center Heads to all 'A' class doctors and hospitals for relationship building.• To induct the new Relationship Executive's in the field as and when required.• Any other work as assigned by the superior from time to time. Profile 2 –

	<ul style="list-style-type: none"> • Identification of key accounts (hospitals, nursing homes, birthing centers etc.) for establishing partnerships • Development of key accounts through interaction with top management, heads of administration, medical departments, medical superintendents etc. • Commercial Negotiation and Formal agreement. • Ensure performance and sustainable inflow of enrolments from established key accounts • Liaison with key internal departments such as Logistics, Finance, operations, and marketing to ensure smooth, timely, efficient and streamlined flow of activities. • To carry out continuous market analysis and research on the dynamics of the account • To provide feedback from the market and apprise the management regularly on market trends, competition, competitive gaps, growth drivers, new opportunities within the realm of the service. • Maintenance and growth of established accounts through regular follow-up meetings, organization of CMEs, workshops and other events and training.
Location	PAN INDIA (All Major Cities of India)
Compensation (CTC)	3 to 4 LPA
Service Agreement (If Any)	NA
Representative from ATPC	Ms Smita Gupta (9811597208)
(For Guidance/Query)	
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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