



AMITY TECHNICAL PLACEMENT CENTRE

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

V LINK

Virtual Campus Placement- 2022 Passing Out Batch

Only for Students of Amity Education Group

Last Date to Register - 20th June 2022, 4 PM

Company	V Link
Website	www.vlinkinfo.com
Batch	2022
Date of Campus	Will Be Informed Later
Joining	July
Job Title	Business Development
Eligible Degrees	MBA
Eligible Branches	Sales & Marketing
Location	Gurgaon
CTC	5.00 LPA
Skills Required	<ul style="list-style-type: none">• MS Office (Excel, PowerPoint, Word) to intermediate level• Good Communication Skills
Job Responsibilities	<ul style="list-style-type: none">• The business development executive will focus on customer acquisition, lead generation, and prospect management, as this role will garner and meet with potential clients.• The business development executive will be responsible to research client business referrals, network, and web leads; provide prospective customers/clients with all services offered and additional presentations as needed, and work with clients to create solutions for their needs and consult throughout the sales process.• Must be energetic, well-spoken, and eager to close sales and increase revenue.• Business Development Executive Duties and Responsibilities• Identifying, qualifying, and securing business opportunities; coordinating business generation activities; developing customized targeted sales strategies• Building business relationships with current and potential clients• Understanding client needs and offering solutions and support; answering potential client questions and follow-up call questions; responding to client requests for proposals (RFPs)

	<ul style="list-style-type: none">• Creating informative presentations; presenting and delivering information to potential clients at client meetings• Creating and maintaining a list/database of prospect clients; maintaining a database (Salesforce, CRM, Excel, etc.) of prospective client information• Cold calling; making multiple outbound calls to potential clients; closing sales and working with the client through the closing process• Meeting all quotas for cold, active, inactive calls, appointments, and interviews; meeting or exceeding annual sales goals• Collaborating with management on sales goals, planning, and forecasting; maintaining short- and long-term business development plans
How to Apply?	All interested and Eligible students need to apply on the Link Below – CLICK HERE TO APPLY

All the Best!

Anjani Kumar Bhatnagar
Dy. Director - Amity Technical Placement Centre

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