



## AMITY TECHNICAL PLACEMENT CENTRE

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

### CHEMVEDA LIFE SCIENCE

### Virtual Campus Placement- 2022 Passing Out Batch

**Only for Students of Amity Education Group**

**Last Date to Register - 15<sup>th</sup> July 2022, 4 PM**

<b>Company</b>	CHEMVEDA LIFE SCIENCE
<b>Website</b>	<a href="http://chemvedals.com/">http://chemvedals.com/</a>
<b>Batch</b>	2022
<b>Date of Campus</b>	<b>Will Be Informed Later</b>
<b>Joining</b>	July 2022
<b>Job Title</b>	Management Trainee
<b>Eligible Degrees</b>	MBA (Engineering Background)
<b>Eligible Branches</b>	Marketing
<b>Location</b>	Hyderabad
<b>CTC</b>	<b>5.00 LPA</b>
<b>Bond</b>	<b>3 Years (including 1 Year Training)</b>
<b>Skills Required</b>	<ul style="list-style-type: none"><li>• MS Office (Excel, PowerPoint, Word) to intermediate level</li><li>• Good Communication Skills</li></ul>
<b>Job Responsibilities</b>	<p><b>Networking, and lead generation:</b></p> <ul style="list-style-type: none"><li>• Growing our leads database organically, not through bought or rented lists.</li><li>• Creating multiple channels for generating leads. E.g.: LinkedIn and other social media handles, utilizing SEO, website forms, competitor intelligence, etc.</li><li>• Maintaining and improving conversion rates:<ul style="list-style-type: none"><li>• contacts→leads→prospects→clients</li></ul></li><li>• Supporting territory and SBU-specific email marketing campaigns.</li><li>• Maintaining a database of contacts, leads, and prospects.</li><li>• Conducting In-depth territory mapping, analysis, and development.</li><li>• Sharing weekly MIS and progress reports.</li></ul> <p><b>Marketing Support:</b></p>

	<ul style="list-style-type: none"> <li>• Designing and periodically optimizing sales-specific capabilities slide decks, introductory email templates, cold call transcripts, website pages, etc.</li> <li>• Researching and discovering methods to increase customer engagement.</li> <li>• Sharing services specific presentations with the sales team to be shared with clients.</li> <li>• Preparing Weekly Market Intelligence Newsletters: Market and competitor intelligence (industry-specific newsletters, competitor websites, LinkedIn, social media handles, etc.)</li> </ul> <p><b>Coordinating Between Internal Teams:</b></p> <ul style="list-style-type: none"> <li>• Maintaining close coordination among the front-end sales team, marketing, presales, and cross-functional teams.</li> <li>• Scheduling cold calls, follow-up calls, and technical calls.</li> <li>• Scheduling meetings for business trips with new clients for the front-end sales team, and planning in-person on-site client visits.</li> <li>• Managing the call schedules &amp; calendars of the sales team and technical teams.</li> </ul>
<b>How to Apply?</b>	<p>All interested and Eligible students need to send their Resume on below mentioned E-Mail Id latest by 13<sup>th</sup> July 2022 by 11:00 a.m.</p> <p>E-Mail id : <a href="mailto:schawla94@amity.edu">schawla94@amity.edu</a></p> <p>Subject : Chemveda</p>

All the Best!

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