



AMITY TECHNICAL PLACEMENT CENTRE

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

LEADSSQUARED

Virtual Campus Recruitment – 2022 Passing out Batch

Only for Students of Amity Education Group

Last Date to Register 12th October 2022, 4 PM

Company Leads Squared

<i>Website</i>	www.leadssquared.com
<i>Batch</i>	2022
<i>Date of Campus</i>	Will be confirm
<i>Job Title</i>	Business Development
<i>Eligible Degrees</i>	B.Tech
<i>Eligible Branches</i>	B.Tech (All Branches)
<i>Eligibility Criteria</i>	60% throughout in class 10 th , 12 th and B.Tech
<i>Other Skills Required (If any)</i>	<ul style="list-style-type: none">• Have a customer first mentality• Are excellent listeners and know how to ask effective follow-on questions• Understand how to tell compelling stories which offer valuable and unique perspectives• Have a track record of being closers• Develop and manage sales pipeline, prospect and assess sales and move many transactions simultaneously through the sales pipeline.• Operational responsibilities include accurate pipeline reporting and quarterly sales forecasts are done smoothly and effectively.• Practice effective, excellent communication with management, customers and support staff.• Introduce Leadsquared's Solution to appropriate buyers within the Targeted Geographical Market• Have excellent time management and organizational skills• Identify Key Decision Makers by performing research and using prospecting tools.• Perform Client-need Analysis, track their pain-points to develop a reach-out strategy.• Leverage insight team, customer success team and presales team Key Capabilities: <ul style="list-style-type: none">• Demonstrating a software solution over the web meeting is a breeze for you• Bachelor's degree (or equivalent work experience) business, marketing and sales or related field of study• Ability to analyze the customer needs and map them to software solution which addresses the needs is going to be extremely desirable.• Ability to self-motivate and multi-task and work independently or within a team.• Outstanding written and verbal communication skills• Somebody who customers will not hesitate to call when they are in problem or call you because they love to talk to you• Digital marketing certifications will be an advantage
<i>Location</i>	PAN INDIA

<i>Compensation (CTC)</i>	First six months for internship stipend 20,000/- PM after six months 10 LPA
<i>Service Agreement (If Any)</i>	NA
<i>Recruitment Process</i>	Online test, Interview Technical and HR
<i>How to Apply?</i>	All Interested students should send their resumes to sberry@amity.edu Latest by 12 th October 2022, 4 PM

Our Best Wishes are always with you

Team ATPC