

Campus Recruitment 2015 Passing Out Batch
Only Unplaced and Eligible Students
B Tech all branches

(Online Registration Must, Last Date to apply -16 April 2015 till 4.00 PM)

Company Name	:	Practo Technologies Ltd
Date, Time & Venue	:	To be Shared with Online Registered
Eligibility	:	Only 2015 Passing Out Batch Only for Unplaced Students Students appeared in the previous drive are not eligible B.Tech All Branches No Percentage Criteria
Package	:	INR 6.5 LPA
Location	:	Pan India

Roles & Responsibilities:

- Meet prospective clients, execute effective product demonstrations, emphasizing product features and benefits with focus on the value of the solution
- Consult with physician practices to understand practice workflow needs and expectations
- Prospect, educate, qualify, and generate interest for Sales Opportunities
- Develop and accomplish a lead generation plan including Outbound and Inbound prospect management
- Follow up with prospective clients and should be an expert in closing deals
- Attending sales group meetings concerning sales targets, forecasts, and reporting on market situation and competition
- Participating in conferences, representing the company for brand awareness
- Maintaining and expanding the database of prospects for the organization
- Providing suggestions to improvise on sales and marketing strategies

Skill requirements:

- Tech savvy, highly motivated, self-starter, team player
- Exceptional verbal and communication skills
- Unquenchable thirst to learn and grow
- Loves to travel, meet people and has excellent presentation skills
- Should be honest, trustworthy and assertive
- Excellent time-management skills
- Decision maker, problem solver, creative thinking skills
- Highly proficient in MS Office

Benefits at Practo:

- Young, fast paced and competitive environment
- Part of a focused, hard working team, helping improvise on sales objective and strategies as you grow
- Good incentive structure, at par with industry standards
- Excellent training and support system
- Peers and leaders that inspire motivate and innovate

Interested Students Need to apply by clicking on following link:

[Register Here](#)

Best Wishes

Prof. (Dr.) Ajay S Rana

Director