

Ankur Lamps & Lighting Pvt. Ltd.
Campus Recruitment 2015 Passing Out Batch

Eligibility	B. Tech (Any stream)
Package	3.5 per annum
Job Profile	Manager Sales & Marketing
Designation	Manager Sales & Marketing

Requirements:

1. 0 – 2 years of Work Experience. Relevant experience is a bonus !
2. Working knowledge of the geography of the respective city
3. Ability to work in a highly charged environment without compromising on the set quality standards
4. Intelligent and self-motivated individuals, willing to work hard, to achieve and exceed targets
5. Excellent oral and written communication skills
6. Comfortable to work long and unpredictable hours
7. Required to interact effectively with individuals at all levels
8. Innovative, enthusiastic & a quick thinker
9. Computer skills (an absolute necessity)

Responsibilities:

1. Be able to effectively search and generate leads and prospective clients
2. Analyzing the market and evaluating the potential in the market
3. Revenue generation
4. Extensive travel within the city
5. Exceptional selling skills in the commercial marketplace as evidenced by a portfolio of successful achievements
6. Reading, interpreting, and understanding written plans and specifications
7. Establishing and maintaining interpersonal relationship with clients (restaurants / pubs / lounges / clubs/gyms/parlours)

8. Oversee the development and timely delivery of quotes and pricing to partners in the assigned territory, including generation of quotations as required or supervision of quotes activity by Ankur lites
9. Conduct research to identify and qualify prospective clients, projects, and partners.
10. Fully utilize and maintain an up-to-date summary of selling activities and conversations in the
11. CRM database, including calendar, sales pipeline, account profile, and day-to-day sales contact activities.
12. Exhibit and/or attend trade shows as required.
13. Maintain timely follow-ups on quotations, documenting wins and losses with available
14. background information

How to Apply?

1. If you are eligible & interested for the above mentioned job profile, kindly apply on the link before 30 June 2015 by 4:00 p.m.

https://docs.google.com/forms/d/1P_mIEciCi5RKJNJIGPjY3xEDSQsRogAC2BVmbFiDq4/viewform?c=0&w=1&usp=mail_form_link

All the Best

Prof. (Dr.) Ajay Rana

Director - ASE & ATPC