

**Ankur Lights & Lamps Pvt Ltd**  
**Campus Recruitment Drive 2015 Batch**  
**(ONLY FOR UNPLACED STUDENTS)**

Website	<a href="http://www.ankurlighting.com">www.ankurlighting.com</a>
Designation :	Sales & Marketing Manager
Date :	8 <sup>th</sup> July (Wednesday)
Time	11 AM
Venue :	E2 Seminar Hall
Eligibility:	B Tech All Branches
Process:	PPT,GD and PI
Package:	3.5. Per annum
Location:	Delhi NCR

**Job Profile**

Ankur Lights is a company which provides lighting solutions to each and every sector. We have been working for malls, gyms, restaurants etc. We have provided lightings as per the specifications of the customer to give them holistic experience

Ankur lights manufacturing company was started in 1982 and has been in the market for more than 50 years now

Ankur lights is a company filled with enthusiastic, young and eager individuals. We believe in being quick on our feet, harboring grand visions of our community and working with the best and brightest that come our way.

We are currently recruiting for the position of Sales and Marketing Manager.

PFB the requirements & responsibilities for the role of **Sales and Marketing Manager**.

**Requirements:**

0 – 2 years of Work Experience. Relevant experience is a bonus!  
Working knowledge of the geography of the respective city  
Ability to work in a highly charged environment without compromising on the set quality standards  
Intelligent and self-motivated individuals, willing to work hard, to achieve and exceed targets  
Excellent oral and written communication skills  
Comfortable to work long and unpredictable hours  
Required to interact effectively with individuals at all levels

Innovative, enthusiastic & a quick thinker  
Computer skills (an absolute necessity)

**Responsibilities:**

Be able to effectively search and generate leads and prospective clients  
Analyzing the market and evaluating the potential in the market  
Revenue generation  
Extensive travel within the city  
Exceptional selling skills in the commercial marketplace as evidenced by a portfolio of successful achievements  
Reading, interpreting, and understanding written plans and specifications  
Establishing and Maintaining interpersonal relationship with clients (restaurants / pubs / lounges / clubs/gyms/parlors)  
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 lights  
Conduct research to identify and qualify prospective clients, projects, and partners.  
Fully utilize and maintain an up-to-date summary of selling activities and conversations in the CRM database, including calendar, sales pipeline, account profile, and day-to-day sales contact activities.  
Exhibit and/or attend trade shows as required.  
Maintain timely follow-ups on quotations, documenting wins and losses with available background information

**Very Important:**

All interested students need to send their resumes to [sberry@amity.edu](mailto:sberry@amity.edu) before 7<sup>th</sup> July 15 by 12:00 noon.

**All the Best**

**Prof. (Dr.) Ajay Rana**

**Director**