

STRATBEANS CONSULTING
CAMPUS RECRUITMENT- 2016 PASSOUT BATCH
(STRICTLY FOR UNPLACED STUDENTS ONLY)

Company website : <http://stratbeans.com/>

Job Title : **SOFTWARE ANALYST/ Sales and Marketing**

Salary : **3.05 LPA / 4.2 LPA**

Position 1: **B.Tech (CS / IT) 65% THROUGHOUT**

Job Description : **Software Analyst**

- Be a part of the software product development team, which develops world class enterprise systems like learning management system, performance management system, game based learning software.
- These systems make use of modern technologies like cloud, machine learning etc.
- Software analyst would be part of designing, implementation, testing and deployment cycle.
- Using problem solving and programming skills, implement powerful and scalable solutions.
- Support, maintain and document software functionality and integrate the software with the existing system

Required Skills :

- In depth knowledge of Data Structures and Algorithm
- Should have significant programming experience
- SDLC
- Database knowledge (SQL)
- Confident with good logical thinking and communication skills
- Aware of software testing and quality assurance
- Knowledge of working on JavaScript, JQuery, HTML4 and HTML5, CSS
- Hands on knowledge in PHP / Python or any web based backend language, in any of the course or project is a definite plus
- Machine Learning or NLP, AI would be a plus

The Stratbeans' Advantage

- Direct engagement of the SA with top management
- Direct exposure to top end technologies like web application, cloud
- Will have an opportunity to see and work in cross functional areas, not limited to one area
- Your innovation and suggestion are taken are put to action with the team approach

Position 2: **B.Tech (All) 65% THROUGHOUT**

Job Description : **Sales & Marketing**

1. Online Marketing using

- Social Media Channels (FB, Twitter, Others)
- Marketing Idea Generation
- Marketing Content Development

2 - Making Consultative Sales Presentations

3 - Direct Sales

- To generate leads from online search and social media
- To send proper emails and fix appointments for sales presentations
- Making Corporate Calls
- Tracking sales into CRM system
- Developing new ideas to achieve sales growth
- Interact regularly with the senior managers and frontline sales team
- Execute marketing strategy and develop branding of companies products.
- Follow ups proactively

Required Skills:

- Punctuality
- Ambition to rise in corporate world
- Positive mindset
- Go Getter Attitude
- Good communication skills

How to Apply?

- **If you are eligible & interested for the above mentioned job profile , Kindly Apply on Link below latest by 17 Dec 2015 4:00 pm.**

https://docs.google.com/forms/d/1HzAf9No58zHzQFwTa0oWWWJzuiPuJnTpW_4See3t5PE/viewform?c=0&w=1&usp=mail_form_link

Best Wishes

Prof. (Dr.) Ajay Rana

Advisor & Director