SEQUEL LOGISTICS

Recruitment Opportunity – 2015/2016 Batch

(FOR UNPLACED STUDENTS ONLY)

Website	:	http://www.sequel.co.in/
Position 1	:	MANAGEMENT TRAINEE - OPERATION
Position 2	:	MANAGEMENT TRAINEE - MARKETING
Eligibility Criteria	:	**B.TECH (ALL)**
Package	:	**Upto 5 LPA**
Location	:	Pan India

Dress Code   Only Business Formals

1. Position :

- Pre-sales & Sales support by responding to RFP / RFI
- Secondary Market Research
- Preparation of Sales Collateral, Presentations, proposals, plans, contact reports as necessary
- Initializing discussion through mails for formal introduction by identifying potential areas of collaboration
- Conceptualization of new products & services in VAS domain
- Preparation of Project Documentation & modules
- Evaluate and document partnership, ensuring all activity is recorded accurately on database
- Provide reports and analysis as required

2. Position :

- Strategize your sales for the month and plan your activities
- Achieving revenue and booking targets for the month.
- Proactive in conducting Market Survey and Competitor Analysis (demand and pricing).
- To attend visiting clients and explain them about the projects.
- Prepare sales reports and MIS for Marketing Manager and Senior Management as and when required.
- To arrange or manage site visits of the clients, Negotiate the client and do sales closure.
- Co-ordination with Internal team

Required Skills :

- Strong English writing skills
- Ability to manage in a fast-paced and deadline-driven environment
- Highly organized and self motivated to establish and achieve goals
- Confident when working independently or as part of a team

How to apply?

- **If you are eligible & interested for the above mentioned job profile, kindly apply on the link below latest by 2nd March 2016 by 4:00pm.**

https://docs.google.com/forms/d/1nbZ_zMQRG_-Ecp2Sfi0ohrHz5aPqkORDojorGarpE7w/viewform?c=0&w=1

- **Once applied you cannot back out from the process else your Name will be permanently blacklisted from all future placement opportunities.**

- **Late entries not allowed**

Documents Require (Mandatory)

1. Clipboard for Writing Exam – (Must Bring)
2. Campus ID Card (Mandatory)
3. College ID Card (Original + Photocopy)
4. Passport Size Color Photos - (5 Nos.)
5. Photocopies of all Mark sheets (X, XII, B.Tech All Semesters)
6. Updated Resume - (5 Nos.)
7. A4 sheets for rough work – (Min 10 Rough Sheets)

My Best Wishes

Prof. (Dr.) Ajay Rana

Director - ATPC