



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA

Techperspect Software Pvt Ltd

Campus Recruitment - 2018 Batch

(Only for Unplaced Students)

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| Batch | 2018 Passing out |
| Ranking | Leading information technology and software services provider based out of Delhi – NCR, India. Dynamic team of creative and experienced minds is committed to delivering innovative, end to end customised IT and gaming solutions for small and medium enterprises based in UK, Europe, US and Indian markets. |
| Website | www.techperspect.com |
| Joining Date | Immediate |
| Date of Campus | 25 th Jan 2018 |
| Time | 9:30 AM |
| Venue | Will be informed later |
| Job Title | Business Interns (Sales & Marketing) |
| Eligible Degrees | MBA |
| Eligible Branches | Marketing, IT or International Business |
| Eligibility Criteria | B.Tech(CS , IT)/ BCA/ B.SC- IT With MBA (Marketing, IT or International Business) |
| Location | NCR |
| Compensation (CTC) | 5 LPA |
| Roles & Responsibilities | <ul style="list-style-type: none"> Identify new market segments, applications and prospects. Organize meetings with prospective customers, make powerful, effective marketing presentations. Build Customer intimacy - develop and strengthen relationships with stakeholders & decision makers in the customer organization. Lead Techno Commercial proposal development (MSA, SOWs etc.) in coordination with the technical team members and negotiations with customers for business sign off. Build a strong sales pipeline and manage the CRM for effective report sharing and reviews with senior management. Maintain smart Shift business knowledge in order to sell to potential clients. Competitive landscape mapping and adequate market intelligence gathering to help senior management evolve/ strategize business policies and direction. Build/ enhance relationships with existing clients to win additional business. Contribute to business growth by achieving revenue targets. Be the brand ambassador, represent the organisation at the networking events/conferences. |
| Other Desired Skills / Competencies | <ul style="list-style-type: none"> The person will be required to generate new business from domestic as well as overseas markets (B2B, B2C). Excellent communication and interpersonal skills with ability to deal with |

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| | <p>people at all levels.</p> <ul style="list-style-type: none"> • Must have knowledge of social networking sites and popular business directories. • Capable of articulating company profile and business proposition to the prospective customers through presentations. • Should be – A GO GETTER. • Pleasant personality, positive attitude, self-motivated and a responsible team player. |
| Process | <ul style="list-style-type: none"> • Group Discussion • Personal • HR Interview |
| Documents Required | <p>a. Campus ID Card : Mandatory b. College ID Card : Original as well as Photocopy c. Passport Size colour Photos : Five in Numbers d. Photocopies of all Mark sheets : X, XII, UG (All Semesters) e. Updated Resume : Two in Numbers f. A4 sheets for rough work : Five in Numbers g. Stationery items : Stapler, Glue Stick, Pen, Pencil, Eraser etc</p> |
| How to Apply? | <p>Interested & eligible students need to click the link given below</p> <p style="text-align: center;"><u>Click Here</u></p> <p>Last date to fill this data sheet is 23th January 2018 by 5:00 PM</p> <p>Late entries will be automatically deleted.</p> |

My Best Wishes are with you!

Dr. Ajay Rana
Advisor