



## AMITY TECHNICAL PLACEMENT CENTRE

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

### DYSON INDIA

#### Campus Recruitment - 2018 Passing Out Batch

Company	DYSON
Website	<a href="http://www.dysonindia.com">www.dysonindia.com</a>
Batch	2018 Passing Out Batch
Joining Date	January 2018
Interview Date	25 <sup>th</sup> January 2018
Reporting Time	9 AM
Job Title	E2 Auditorium, Amity University, NOIDA
Eligible Degrees	B.Tech
Eligible Branches	ALL Branches
Eligibility Criteria	Only for Unplaced and Eligible Students  10th - 60% 12th - 60% U.G - 6.0 CGPA or 60% (till current semester) P.G - 6.0 CGPA or 60% (till current semester)
Location	India – GURGOAN, SOUTH DELHI
Compensation (CTC)	5.5 LPA
Roles & Responsibilities	<ul style="list-style-type: none"><li>• Target Achievement of<ul style="list-style-type: none"><li>○ Demonstrations on a daily, weekly &amp; monthly basis.</li><li>○ Quality of the demonstration and owner experience feedback</li><li>○ Demo to Sales Ratio (Conversions) and</li><li>○ Sales Targets on a weekly, monthly and quarterly basis.</li></ul></li><li>• Calling up customers to fix up appointments for a demo at home from the leads provided by LMS which get generated thru events – Mall &amp; RWA Activations, Dyson.in or contact centers.</li></ul>

	<ul style="list-style-type: none"> <li>• Reaching on time for each appointment</li> <li>• Manage &amp; deliver a high-quality customer experience from the sales consultant /advisor perspective.</li> <li>• Keep all demo units sparkling clean before each demonstration at home.</li> <li>• Demonstrating &amp; Setting up the Dyson products according to the customer's needs &amp; requirements.</li> <li>• Delivering a high-quality customer demonstration experience &amp; have a relationship level to be able to cross sell all categories in multiple numbers to the same customer and leveraging this relationship for reference selling to friends and relatives of such customer.</li> <li>• Continuously building product knowledge and keeping updated on any product developments within Dyson and our competitors.</li> <li>• Actively building relationships with the team and the wider support channels to further the success of Dyson products</li> <li>• Provide real time feedback to reporting managers at each stage of a sales call from first time contact till the closure of a sale or otherwise. Support issues to assist team on improving customer experience and product reliability opportunities.</li> <li>• Capture and report any emerging product reliability and safety issues reporting.</li> <li>• Submit daily/weekly reports of products and customers contacted / visited and sold</li> <li>• Ensure all process activity is communicated and Dyson Unit Registration of each customer is done after the sale.</li> </ul>
<b>Other Desired Skills / Competencies</b>	<p>Good Communication</p> <p>Proactive   Self-Motivated.</p> <p>Can work Independently</p>
<b>Recruitment Process</b>	PPT GD PI DEMO, AND FINAL ROUND IN THEIR OFFICE WITH TYEIR MD
<b>Documents Required</b>	<p>a. Campus ID Card : Mandatory</p> <p>b. College ID Card : Original as well as Photocopy</p> <p>c. Passport Size colour Photos : Five in Numbers</p> <p>d. Photocopies of all Mark sheets : X, XII, UG (All Semesters)</p> <p>e. Updated Resume : Two in Numbers</p> <p>f. A4 sheets for rough work : Five in Numbers</p> <p>g. Stationery items : Stapler, Glue Stick, Pen, Pencil, Eraser etc</p> <p>h. 1 Government ID Proof : Original as well as Photocopy</p>

**My Best Wishes are with you!**

**Prof. Dr. Ajay Rana**

**Advisor**

