



AMITY TECHNICAL PLACEMENT CENTRE

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

MMR GROUP **Campus Recruitment - 2018 Passing Out Batch**

Company	MMR GROUP
Website	www.mmrgroup.co.in
Batch	2018 Passing Out Batch
Joining Date	Immediate
Job Title	<u>Sales Manager</u>
Eligible Degrees	MBA
Eligible Branches	Sales & Marketing
Eligibility Criteria	10 th – 60%, 12 th – 60% , Grad– 60 % & Post Grad- 60%
Location	Noida
Compensation (CTC)	3 LPA
Roles & Responsibilities	<p><u>Direct Sales:-</u></p> <ol style="list-style-type: none">1. To generate leads & identify decision makers within targeted leads and initiate the selling process.2. Helping & Support marketing strategies and setting target for the team.3. Visiting potential customer for New Business.4. Schedule and conduct weekly Sales Meetings and achieving targets.5. Maintaining and developing relationships with existing customers via meetings, telephone calls and emails.6. Negotiating the term of an agreement and closing sales.7. Gathering market and customer information and providing feedback on future buying trends. <p><u>Channel Sales:-</u></p> <ol style="list-style-type: none">1. Managing channel partner and drive sales through them2. To drive sales through various marketing initiatives.3. Develop a healthy investor data base through channel partner.4. Responsible for handling direct enquires from advertising & hoardings.5. Report on sales activities to top management.6. Establishing, maintaining and increasing business opportunities through various routes to market.7 Maintain& Improving relation with dealers and existing clients & new clients.8. Manage sales Activities Training of partners to generate sales & revenue
Other Desired Skills / Competencies	<p><u>Essential:</u></p> <ol style="list-style-type: none">1. Good Interpersonal & Communication skills2. Computer Skill MS Office, Excel, Power Point3. Team Working4. Administrative and coordination skills5. Analytical Skills

Recruitment Process	<ol style="list-style-type: none">1. PPT,2. Written Test – Aptitude (one hour)3. GD4. Interview
How to Apply?	CLICK HERE Interested and Eligible students should apply latest by 29th January by 10am

My Best Wishes are with you!

Prof. Dr. Ajay Rana

Advisor