



AMITY TECHNICAL PLACEMENT CENTRE

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Universal Data Solutions **Campus Recruitment - 2018 Passing Out Batch**

Company	Universal Data Solutions
Website	www.universaldata.co.in
Batch	2018 Batch
Joining Date	February 2018
Date of Campus	Will be informed later
Time	Will be informed later
Venue	Universal Data Solutions, E-14 B, Sector-8 Noida, Uttar Pradesh, India. Pin code- 201301
Job Title	Business Development Executive
Eligible Degrees	MBA
Eligible Branches	Marketing and Sales
Eligibility Criteria	60% in 10 th , 12 th , Graduation & Post Graduation
Location	Noida
Compensation (CTC)	INR 4 – 5 LPA
Roles & Responsibilities	<ul style="list-style-type: none">• Multitasking abilities with primary focus on sales / business development• Targeting new business development in new and existing markets• Achieving the revenue targets• Actively engage in social media marketing, Web Marketing to promote Company's service offerings• Pipeline management and constant interaction with the business heads• Work closely with delivery functions in ensuring successful execution of projects• Develop relationships with potential clients through presentations, business networking, telephone calls, personal emails, personal mailings, business forums and/or other business or social Networking• Find opportunities to up-sell and cross-sell• Develop and maintain Strategic Alliances• Development of new clients• Negotiate and close business dealings• Retaining existing customers

Other Desired Skills / Competencies	<ul style="list-style-type: none"> • A highly motivated individual to augment our aggressive growth plans • Should possess excellent verbal and written communication skills with an ability to initiate, acquire and build long term relationships with the decision makers using telephone and e-mail as the medium. • Should be flexible to work in US and UK timings as the interaction will be with international clients. Should be comfortable in travelling to different cities in India/ out of India. • Passion for sales and an unyielding drive to succeed in an international selling environment • Should be a good team player with multitasking abilities
How to Apply?	<p>Interested students send your updated resumes to mbarman@amity.edu latest 5th Feb 2018 by 10 PM.</p> <p>Subject Line of the email: Applying for “Universal Data Solutions”.</p> <p>No resumes will be considered without the subject line.</p>

My Best Wishes are with you!

Prof. Dr. Ajay Rana
Advisor