



AMITY TECHNICAL PLACEMENT CENTRE

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

Campus Recruitment - 2018 Passing Out Batch **(Only For Unplaced Students)**

Company	18095 (Company Name will be disclosed during PPT.)
Batch	2018 Batch
Joining Date	June 2018
Date of Campus	Will be inform later
Time	Will be inform later
Venue	Will be inform later
Job Title	Sales Executive
Eligible Degrees	MBA
Eligible Branches	Sales & Marketing
Eligibility Criteria	50 & Above in 10 th 50 & Above in 12th 50 & Above in Graduation 50 & Above in current degree.
Location	Delhi, Jalandhar and Jaipur
Compensation (CTC)	INR 25,000 + other benefits (Like travel, Mobile etc.)
Roles & Responsibilities	Strategic Management <ul style="list-style-type: none"> • Market analysis and business forecast for respective region • Participate in strategic decisions making for developing regional business plan • Recommendation of productivity link bonus and local/client level schemes • Maintain professional relationship with existing & prospective clients • Construct and monitor reliable control system to manage targets Operations <ul style="list-style-type: none"> • Setting yearly & quarterly responsibility areas with measurable for team • Achievement of business targets via business development • Client farming to ensure that organization is updated with client's business need and client is updated with GRN's products and services • Analysing Daily Sales Report(DSR) and share MIS on a weekly basis with Management • Approving sales & credit requests of the clients based on requirements • Observation and Sharing of competitor activities • Participate in sales meeting with team, when appropriate • Extensive travel to meet and expand the client database
Other Desired Skills / Competencies	<ul style="list-style-type: none"> • Knowledge and creativity to develop out of box strategies • Networking & developing strong professional relationship • Strong commitment and desire for sale success • Management mind set

	<ul style="list-style-type: none"> • Analytical ability • Decision making ability
How to Apply?	<p>Interested and eligible students need to apply on the link given below latest by 16th April 2018 by 5:00 pm</p> <p style="text-align: center;"><u>CLICK HERE</u></p>

My Best Wishes are with you!

Prof. Dr. Ajay Rana

Advisor