QA INFOTECH
Campus Recruitment - 2019 Passing Out Batch

ONLY FOR UNPLACED STUDENTS

Company	QA INFOTECH
Batch	**2019 Passing Out Batch**
Joining	**IMMEDIATE**
Job Title	**PROFILE 1 : Account Manager** **PROFILE 2 : Information Security**
Eligible Degrees	MBA / B.TECH / M.TECH
Eligible Branches	FINANCE / INFORMATION SECURITY
Eligibility Criteria	10th - 60 % Criteria 12th - 60 % Criteria Graduation - 60 % Criteria Post-Graduation - 60 % Criteria
Location	Delhi
Compensation (CTC)	3.5 – 5.5 LPA
Roles & Responsibilities	Profile 1 : • Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails • Deep understanding of the market forces affecting our customers and offers insight into new ways company can provide greater value. • Responsible for the profitability of our services through portfolio management including contract consumption, contribution margin, operational expense management, and revenue growth, all in a manner consistent with organization's legal, fiscal and personnel policies. • Generate sales among client accounts, including upselling and cross-selling • Help drive the growth of the technology solution and services provided by the company. • Work in partnership with Business Development to identify, qualify and craft solutions for specific sales campaigns and opportunity pursuits and provide leadership and guidance into which opportunities should be prioritized and pursued • Proactively engage with customers and partners to develop relationships and business opportunities and revenues.

	• Attend to customer requests for information on RFIs and RFPs completion. • Provision of technical leadership within strategic and Pre- and post-sales consultancy for all solutions opportunities and strategic directional guidance for major accounts. • Support partnership activities with 3rd parties in the industry including analysis, negotiation and management of partnerships. • Solution lifecycle management and technical competency. Profile 2 : • Good/Advance Knowledge of Operating System, Networking cocepts. • Interest in Cyber Security Research • Basic conceptual awareness of Cyber security concepts like CIA triangle, authentication, encryption, authorization, verification and validation, privilege escalations etc. Understanding of information security standard such as OWASP, SANS, OSSTMM, PTES and other similar standards • Sound knowledge of threats, attacks, viruses, Trojans, Social Engineering and Malwares. • Understanding of Network Infrastructure security, firewall, routers, antiviruses, DMZ etc. • Proficient in scripting language (PHP, HTML, CSS, JS preferable). • Knowledge of Operating systems preferably Kali Linux. • Excellent knowledge of different database concepts and SQL, • Should be able to write basic and complex SQL queries • Relevant certifications (CEH/CSSLP/CISSP) will be an added advantage • Excellent time management and prioritization skills • Should possess good Interpersonal & Communication skills
Skills Required	• Excellent verbal and written communications skills • Strong listening and presentation skills • Ability to multi-task, and manage time effectively
How to Apply?	Interested and eligible students need to apply on the link given below latest by 1st May 2019 by 6:00 PM Click here to apply Late entries will be automatically deleted.

My Best Wishes are with you!

Prof. Dr. Ajay Rana

Advisor