



## AMITY TECHNICAL PLACEMENT CENTRE

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

### **TECHNOTREE CORPORATION** **Campus Recruitment - 2019 Passing Out Batch**

<b>Company</b>	TECHNOTREE CORPORATION
<b>Batch</b>	<b>2019 Passing Out Batch</b>
<b>Joining</b>	IMMEDIATE
<b>Date of Campus</b>	Will be informed later
<b>Job Title</b>	<b>Management Trainee (Pre-Sales)</b>
<b>Eligible Degrees</b>	B.E/B.Tech and MBA in Telecom
<b>Eligible Branches</b>	MBA in Telecom
<b>Location</b>	Bangalore
<b>Compensation (CTC)</b>	<b>INR 6.00 LPA</b>
<b>Roles &amp; Responsibilities</b>	<ul style="list-style-type: none"><li>• Develop knowledge of a product, process and technology that are required to build knowledge of the competitive landscape</li><li>• Contributes to proposal making by acquiring relevant information from multiple sources/stakeholders as directed by supervisors</li><li>• Collates and presents all static data relating to the organization using attractive visual aids</li><li>• Provide administrative support to account managers</li><li>• Delivers and customizes technical/commercial/business presentation on products &amp; services</li><li>• Explains product capabilities and implementation approach with multiple solution options to customers</li><li>• Works with sales representatives with little supervision to define sales and technical strategies in dealing with the client</li><li>• Researches, composes and delivers responses to Opportunities and RFX's.</li><li>• Engage internal stakeholders for building solutions and demonstrating Product Demos to customers.</li><li>• Reviews RFI, RFQ &amp; RFP responses for technical accuracy and mapping requirements to Products</li><li>• Ability to interact with clients clarifying Techno-commercial requirements.</li><li>• Preparation and Maintenance of various Collaterals as needed for Presales, Sales and Business development areas</li></ul>
<b>Other Requirements</b>	<ul style="list-style-type: none"><li>• Excellent Communication Skills, both spoken and written (English).</li><li>• Strong Knowledge on Telecom basics preferably on BSS.</li><li>• Good command on Microsoft PowerPoint (Able to create interactive presentations) and Microsoft Excel</li><li>• Strong Analytical skills. Should be able to visualize/define solution</li></ul>

	<p>independently based on customer requirements. Understand pricing and commercial models Prior experience is an added advantage</p> <ul style="list-style-type: none"> <li>• High degree of customer management skills.</li> <li>• Self-motivated and ability to work independently as well as part of a team.</li> <li>• Strong facilitation, consultation and convening skills.</li> <li>• Strong Interpersonal skills. Ability to build trust and productive relationships.</li> <li>• Must be open for foreign and domestic travels.</li> </ul>
<b>How to Apply?</b>	<p>Interested and eligible students need to apply on the link given below latest by <b>6<sup>th</sup> July 2019 by 6:00 PM</b></p> <p><a href="#">Click here to apply</a></p> <p>Late entries will be automatically deleted.</p>

**My Best Wishes are with you!**

**Prof. Dr. Ajay Rana**

**Advisor**