



## AMITY TECHNICAL PLACEMENT CENTRE

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

**Placement Policy:** Amity strictly follows 'One Students One Job Policy'.

But Students **from Core branches** will be given one additional job opportunity in their core domain. (For Eg. If any Mechanical student is placed in an IT company he / she will also be allowed to appear in his / her core companies till he gets one final job offer from Core Company. Similar rule is applicable for EC, ET, EEE, EI, IC, MAE, Civil, Biotech & Aerospace students etc.

**Dream Offer:** Dream offer is only applicable when student is getting package which is (Current Package x 2 – 1 Lakh)

Click below mentioned link to read placement Policy in Detail.

[Placement Guidelines](#)

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### **STRATBEANS CONSULTING** **Campus Recruitment - 2020 Passing Out Batch**

<b>Company</b>	STRATBEANS CONSULTING		
<b>Batch</b>	2020 Passing Out Batch		
<b>Joining</b>	Jan 2020		
<b>Date of Campus</b>	15 <sup>th</sup> October 2019		
<b>Reporting Time</b>	9 AM		
<b>Venue</b>	E2 Auditorium, Amity University, Noida		
<b>Job Title</b>	Profile 1 : Full Stack Developer  Profile 2 : Business Analyst  Profile 3: Sales		
<b>Eligible Degrees</b>	B.Tech / M.Tech / BCA / MCA		
<b>Eligible Branches</b>	Profile 1 & 2 : CS / IT  Profile 3 : All		
<b>Eligibility Criteria</b>	10 <sup>th</sup>	-	60 % Criteria
	12 <sup>th</sup>	-	60 % Criteria
	Graduation	-	60 % Criteria
	Post-Graduation	-	60 % Criteria
<b>Location</b>	Profile 1 : Bangalore / Gurgaon  Profile 2 & 3 : Gurgaon		

<b>CTC</b>	INR 3.75 LPA
<b>Roles &amp; Responsibilities</b>	<p>Profile 1 :</p> <ul style="list-style-type: none"> <li>• Support the strategic planning of client's reputation management</li> <li>• Should be working on a full stack flow in any backend language</li> <li>• Candidate should be from a demonstrable programming background either from CS or by nature of the job the candidate have been part of complex product development solutioning.</li> <li>• Professional experience of working in web technology, with proven examples of successful projects, with HANDONS coding</li> <li>• Proficient in Frontend technologies like Javascript, AngularJS</li> <li>• Proficient in DB Technologies like MySQL, NoSQL</li> <li>• Strong analytical and problem solving skills</li> <li>• Well versed with SDLC / Agile flow</li> <li>• Should be comfortable with Distributed revision control (GIT) / GitFlow (release management)</li> </ul> <p>Profile 2 :</p> <ul style="list-style-type: none"> <li>• Analyse project aims and objectives and work with Subject Matter Experts (SMEs) to design the solution for customers</li> <li>• Using training material to create scripts, storyboards for CBT/WBT</li> <li>• Ensures the instructional integrity of training material through systematic design and clear writing of scripts, narratives and on-screen text</li> <li>• Work with other members of the technical and design teams to develop and update course descriptions, and assignments in the Learning Management System (LMS)</li> <li>• Communicate effectively with the design, technical team and sales teams</li> <li>• Develop case studies and white papers after required industry analysis and bring out ROI clearly in case studies</li> <li>• Tracking projects and communicating with customers</li> <li>• Tracking quality of work items created in projects and analysing trend of defects to control quality</li> </ul> <p>Profile 3 :</p> <ul style="list-style-type: none"> <li>• Maintaining and developing relationships with existing customers in person and via telephone calls and emails and personal meetings;</li> <li>• Listening to customer requirements and visualising a solution</li> <li>• Supervising cold calling team to arrange meetings with potential customers;</li> <li>• Acting as a contact between a company and its existing and potential markets;</li> <li>• Gathering market and customer information</li> <li>• Representing the organisation at trade exhibitions, events and demonstrations;</li> <li>• Advising on forthcoming product developments and formulating new promotions;</li> <li>• Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer;</li> <li>• Negotiating the terms of an agreement and closing sales;</li> </ul>

	<ul style="list-style-type: none"> <li>• Gaining a clear understanding of customers' businesses and requirements;</li> <li>• Attending team meeting and sharing best practice with colleagues;</li> <li>• Reviewing own and team's sales performance, aiming to meet or exceed targets;</li> <li>• Recording sales information into CRM</li> <li>• Analysing CRM data to find opportunities for cross- selling</li> </ul>
<b>Skills Required</b>	<p>Profile 1 :</p> <ul style="list-style-type: none"> <li>• Experience in PHP language is a plus</li> <li>• Worked on PHP MVC Platforms like Yii / Laravel etc</li> <li>• Experience in managing client requirement. Should have managed clients directly and should have extroverted personality</li> <li>• Exposure to Android OR iOS development</li> <li>• Cloud Technologies like: AWS, EC2, RDS, Auto Scaling, etc</li> <li>• Good if the person knows about DevOps / CI / CD</li> <li>• Our product makes use of machine learning / AI Algorithms / AI integrations in the background, and candidate with those experience would be preferred</li> <li>• B.S / M.S from Top Institutes like IITs are preferred</li> </ul> <p>Profile 2 :</p> <ul style="list-style-type: none"> <li>• Strong communication skills (oral and written)</li> <li>• Creative Thinking</li> <li>• Must be a team player and demonstrate positive interpersonal skills</li> <li>• Demonstrated ability to develop detailed scripts and e-learning</li> <li>• Ability to read long textual data with keen attention to details</li> </ul> <p>Profile 3 :</p> <ul style="list-style-type: none"> <li>• Punctuality</li> <li>• Ambition to rise in corporate world</li> <li>• Positive mindset</li> <li>• Good communication skills - oral and written</li> <li>• Networking skills</li> </ul>
<b>How to Apply?</b>	<p>All interested and Eligible students need to apply on the link below latest by <b>12<sup>th</sup> October 2019, 6PM</b></p> <p><a href="#">CLICK HERE</a></p> <p>Late entries will get deleted automatically.</p>

**My Best Wishes are with you!**

**Prof (Dr.) Ajay Rana**

Ph.D (CSE) & M.Tech (CSE) - Two Time Gold Medalist  
SMIAENG, SMIACSIT, LMISTE, LMPF, LMCSI & MIET (UK)

**Senior Vice President – Amity Education Group**  
**Dean – Industry & Academia Alliance**

**Advisor – Amity Education Group**