



AMITY TECHNICAL PLACEMENT CENTRE

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

QOGNIFY SOLUTION

Campus Recruitment – 2019 & 2020 Passing Out Batch

Company	Qognify Solution
Batch	2019 & 2020 batch
Joining	Immediate
Date of Campus	Will be Informed later
Job Title	<u>Solution Designer</u>
Eligible Degrees & Branches	B.Tech (CSE,MAE,IT), MCA
Eligibility Criteria	10 th , 12 th , Graduation/Post graduation - 70% Throughout
Location	Delhi
Salary Package (CTC)	INR 8.0 – 9.0 LPA
Recruitment Process	Will be informed later
Roles & Responsibilities	<ul style="list-style-type: none">• Effectively articulate technology and product positioning to both business and technical audiences and lead strategic technical initiatives throughout the sales process and demonstrate Qognify's technical advantages.• Professionally and independently conduct discovery conversations and needs analysis for technical topics.• Pursue the technical sales process with a coordinated focus on solutions development through discovery and requirements gathering, personalized demo, validation and documented design across assigned product groups.• Create and deliver compelling, customer centric technical presentations and demonstrations by connecting technical features to customer business capabilities and drivers.• Identify all technical challenges of the customer to assure complete customer satisfaction through all stages of the sales process.• Respond to customer inquiries regarding technical specification efficiently and effectively.• Seamless collaboration with the sales account managers and functional consultants fostering an integrated team approach to customer engagement.• Drive technical discussions, workshops, technical presentations, proof of concepts and demos with customer and partners in the region.• Develop technical documentations, responses to tenders and RFPs, and act as a technical focal point in the region to support the sales process.

	<ul style="list-style-type: none"> • Act as an integral team member working to achieve regional and team sales goals. Must be able to establish and maintain strong relationships throughout the sales cycle.
Skills Required	<ul style="list-style-type: none"> • Exceptional communication and presentations skills. • Highly articulate and able to confidently explain complex models in a clear simplified manner • Strategic thinker with a strong technical aptitude and innate passion for seeking technical depth and complete understanding. • Excellent technical understanding and communication skills. • Able to lead technical discussions and develop credibility and strong relationship with customer and partners. • Based in India/Delhi NCR . • Willingness to travel around approx. 40% of the time. • Languages: English – Must have Hindi Any other language will be plus • MS office deep knowledge , Machine Language's++,Java,.net
How to Apply?	<p>All interested and Eligible students need to apply on the link below latest by 4:00 PM, 12th March 2020</p> <p>CLICK HERE</p>

My Best Wishes are with you!

Prof. Dr. Ajay Rana

Advisor