



AMITY TECHNICAL PLACEMENT CENTRE

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

LIDO LEARNING **Campus Placement - 2020 Passing Out Batch**

Company	LIDO LEARNING		
Batch	2020 Passing Out Batch		
Joining	Immediate		
Date of Hiring	Will be Informed Later		
Job Title	PRE SALES ASSOCIATE		
Eligible Degrees	BBA / MBA /BCA		
Eligible Branches	MARKETING		
Eligibility Criteria	10 th	-	60 % Criteria
	12 th	-	60 % Criteria
	Graduation	-	6 % Criteria
	Post-Graduation	-	60 % Criteria
Location	Noida		
Compensation	3LPA+1LPA		
Roles & Responsibilities	<ul style="list-style-type: none">• To assist in the duties of the Edtech Sales maximizing bookings by delivering a delightful yet efficient booking via tele-calling; our Pre-Sales Associate are required to be meticulous at ensuring that every detail of a customer's booking has been accurately recorded following established procedures.• You will be responsible for booking leads over the phone and maintaining good customer relationships.• An effective Pre- Sales Associate must be an excellent communicator and have superior people skills. They must be comfortable presenting products or services over the phone as well as dealing with complaints and doubts.• The ultimate goal of all employees is to deliver excellent booking for the sales team in order to have higher conversion and developing business.• Identify and develop strategic relationships with potential customers• Assist in the development of a strong pipeline of new customers through direct or indirect customer contact and prospecting• Talktime: 3.5 hours talktime / day (Mandatory)• Maintaining strong follow-ups and regular feedback calls• To deal efficiently and politely with all telephone, email, internet inquiries.		

	<ul style="list-style-type: none"> • To ensure that all sales bookings are recorded following established procedures with full and clear information and that they are inputted accurately and promptly onto the system. • To liaise with clients and customers to coordinate whilst building rapport and creating professional relationships. • To exercise effective listening to capture relevant information • To create daily floor sheets detailing bookings for the sales department.
Skills Required	<ul style="list-style-type: none"> • Excellent communication skills (verbal and written) to communicate with global students. • Must be articulate, organized, detail-oriented and can multi-task. • Quick learner, with a positive attitude • Good knowledge of MS office
How to Apply?	<p>All interested and Eligible students need to apply on the link below latest by 17th July 2020 by 5:00 P.M.</p> <p>https://docs.google.com/forms/d/e/1FAIpQLSf1YahmqldwnO2tmDfRYQyyM3arD91GLhiKNPs1pzpWQsqD_A/viewform</p>

My Best Wishes are with you!

Prof. Dr. Ajay Rana
Advisor