



## AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA  
MUMBAI | RAIPUR | RANCHI | KOLKATA | PATNA

### PINNACLE WORKS

### Virtual Campus Recruitment - 2021 Passing Out Batch

**Only for Students of Amity Education Group**

**Only for Unplaced & Eligible Students**

**Last Date to Register 15<sup>th</sup> Feb 2021, 10 PM**

<b>Company</b>	Pinnacle Works
<b>Website</b>	<a href="http://www.pinnacleworks.net">www.pinnacleworks.net</a>
<b>Batch</b>	2021
<b>Date of Campus</b>	<b>Off campus will be confirm</b>
<b>Job Title</b>	Technical Sales Associates
<b>Eligible Degrees</b>	MBA
<b>Eligible Branches</b>	MBA Sales & Marketing
<b>Eligibility Criteria</b>	60% throughout in 10 <sup>th</sup> 12 <sup>th</sup> Graduation and CGPA 6 and above
<b>Other Skills Required (If any)</b>	Strong Convincing Skills -Open to travel
<b>Location</b>	Gurgaon
<b>Compensation (CTC)</b>	<b>5 to 5.5 LPA CTC</b>
<b>Roles &amp; Responsibilities</b>	-Conduct research to identify new market & client needs where the revenue could be generated. -Regular interaction and follow-ups with potential clients from lead generation to conversion. -Visit potential clients and deliver appropriate presentations on products/services. -Responsible for pre-sales which includes Demonstration of the Products via Digital Media. -Grow revenue base by identifying and closing new business without territory restrictions. -Create and Manage Network of Associates -Generate leads via Cold Calls / Emails / SMS and record & maintain client data.

	<ul style="list-style-type: none"> <li>-Represent the company at the highest level to clients, peer organization &amp; business associates.</li> <li>-Responsible for the identification of leads, opportunities, and meeting growth targets.</li> <li>-Develop and maintain relationships with new &amp; existing clients/ customers.</li> <li>-Identify additional requirements of the clients where our company services could fit in.</li> <li>-Maintain a professional and courteous manner with all the prospective accredited business/associates.</li> <li>-Self-motivated performer in an individual capacity.</li> <li>-Making technical presentations and demonstrating how a product will meet client needs</li> <li>-Provide technical support for customers to support pre-sales and post-sales processes.</li> <li>-Accurately and truthfully explain all the benefits of associating with PinnacleWorks.</li> </ul>
<b>Recruitment Process</b>	<b>Online test and GD and PI</b>
<b>How to Apply?</b>	<b>All interested students should apply latest by 15<sup>th</sup> Feb. 21 by 10 pm</b>  <a href="#"><u>CLICK HERE TO APPLY</u></a>

**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**