



## AMITY TECHNICAL PLACEMENT CENTRE

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

# CODEYOUNG

### Virtual Campus Recruitment – 2021 Passing Out Batch

**Only for Students of Amity Education Group**

**Only for Unplaced & Eligible Students**

**Last Date to Register – 19<sup>th</sup> Feb 2021 till 5:00 pm**

<b>Company</b>	CODEYOUNG
<b>Website</b>	<a href="http://www.codeyoung.com">www.codeyoung.com</a>
<b>Batch</b>	2021passouts
<b>Date of Campus</b>	20 <sup>th</sup> & 21 <sup>st</sup> Feb 2021
<b>Job Title</b>	Inside Sales Executive
<b>Eligible Degrees</b>	UG/PG
<b>Eligible Branches</b>	MBA – All streams B Tech – All Streams
<b>Eligibility Criteria</b>	X : No criteria  XII : No criteria  UG : No criteria  PG : No criteria
<b>Location</b>	work from Office opportunity - Bangalore
<b>Compensation (CTC)</b>	<b>Compensation:</b> The first 2 months will be the probation/training period with the salary of INR 15000/month. Post that, based on the performance CTC will range from INR <b>7 LPA (4 fixed + 3 variable)</b>  <b>Note : The applicants will be extended full-time employment offer only after successful performance during their probation/training period.</b>  <b>Perks of working with Codeyoung :</b> - Performance appraisal is done for every 3 months ( salary hike and promotion based on the performance)

	- Very high career growth prospects
<b>Job Requirements</b>	<ul style="list-style-type: none"> <li>• Communicating with customers, making outbound calls to potential customers, and following up on leads.</li> <li>• Understanding customers' needs and identifying sales opportunities.</li> <li>• Answering potential customers' questions and sending additional information per email.</li> <li>• Keeping up with product and service information and updates.</li> <li>• Creating and maintaining a database of current and potential customers.</li> <li>• Explaining and demonstrating features of products and services.</li> <li>• Researching and qualifying new leads.</li> <li>• Closing sales and achieving sales targets. Requirements</li> <li>• Track record of over-achieving quota</li> <li>• Previous experience in an outbound call center or a related sales position preferred.</li> <li>• Excellent phone and cold calling skills.</li> <li>• Exceptional customer service skills.</li> <li>• Strong listening and sales skills.</li> <li>• Strong phone presence</li> <li>• Excellent verbal and written communications skills</li> <li>• Strong listening and presentation skills</li> <li>• Ability to multi-task, prioritize, and manage time effectively</li> </ul> <p>Perks of working with us:</p> <ul style="list-style-type: none"> <li>• Work in a fast-growing learning environment.</li> <li>• Good Growth Opportunities.</li> <li>• An interesting and challenging work environment.</li> <li>• Control over the role</li> <li>• Diverse Responsibilities</li> <li>• Freedom to explore, acquire and hone different skills and roles within the organization</li> </ul>
<b>Roles &amp; Responsibilities</b>	looking for a motivated and well-spoken Inside Sales Representative to join our sales team. The Inside Sales Executive will be responsible for developing new leads, communicating with customers, understanding their needs, and ensuring a smooth sales process. You should be able to close sales, meet targets and thrive in a quick sales cycle environment. An inside sales executive will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making dozens of calls per day, generating interest, qualifying prospects and closing sales
<b>Recruitment Process</b>	<b>One to one interview on Google Meet</b>
<b>How to Apply?</b>	<p><b>Google form with the interested students as this is the first criteria for screening applicants for further rounds of interview.</b></p> <p><a href="https://docs.google.com/forms/d/e/1FAIpQLSc12QDzeMWY1wsF6K_rAYDt2tGIBu_fAHhk6zHODxOxe58HX-A/viewform?usp=sf_link">https://docs.google.com/forms/d/e/1FAIpQLSc12QDzeMWY1wsF6K_rAYDt2tGIBu_fAHhk6zHODxOxe58HX-A/viewform?usp=sf_link</a></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**