



## AMITY TECHNICAL PLACEMENT CENTRE

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

### InvestoXpert (New Profile)

### Campus Recruitment – 2020 & 2021 Passing Out Batch

**Only for Students of Amity Education Group**

**Only for Unplaced & Eligible Students**

**Last Date to Register – 30<sup>th</sup> March 2021**

Company	InvestoXpert
Website	<a href="http://www.investoxpert.com">www.investoxpert.com</a>
Batch	2020 & 2021 Passing out batch
Date of Interview	1 <sup>st</sup> week of April 2021 (At Company Office)
Job Title	<ol style="list-style-type: none"><li>1. RELATIONSHIP MANAGER-SALES</li><li>2. SALES COORDINATOR</li></ol>
Eligible Degrees	MBA/PGDM
Eligible Branches	All Branches
Eligibility Criteria	No % Criteria
Other Skills Required (If any)	<ul style="list-style-type: none"><li>• Good communication &amp; convincing skills.</li><li>• Dynamic, aggressive, result oriented and a self-starter.</li><li>• Excellent communication skills in English.</li></ul>
Location	C-67, Sector- 63, Noida, Uttar Pradesh 201301
Compensation (CTC)	3.50 LPA +INCENTIVES
Roles & Responsibilities	<p><b><u>JD for the Position of Relationship Manager-Sales:-</u></b></p> <ul style="list-style-type: none"><li>• Responsible for Direct Sales for residential, commercial &amp; retail real estate projects.</li><li>• Handling the leads given and keeping the proper record of the leads.</li><li>• Conducting sales calls and closing the leads.</li><li>• Facilitating with the proper site visit and helping the customers choose the property of their choice.</li><li>• Continuous follow up with the customers and building &amp; retaining client relationships through continuous follow up with clients for their requirements.</li></ul>

	<ul style="list-style-type: none"> <li>• Interacting with existing and prospective clients so as to keep them upbeat with the latest developments and offerings and also making them a part of our future projects.</li> <li>• Keeping records of the sales done and maintaining an MIS.</li> <li>• Generating new business opportunities for the organization through innovative ideas.</li> <li>• Revenue generation using references of existing and upcoming projects and also in conversion of prospective customers who are looking for a safe investment and returns.</li> <li>• Report on sales activities to senior management.</li> <li>• Reaching the targets and goals set for your area.</li> <li>• Establishing, maintaining and expanding your customer base.</li> <li>• Compiling and analyzing sales figures.</li> <li>• Collecting customer feedback and market research.</li> <li>• Keeping up to date with products and competitors.</li> </ul> <p><b><u>JD for the Position of Sales Coordinator :-</u></b></p> <ul style="list-style-type: none"> <li>• Identification of prospects and leads through cold calling.</li> <li>• Understand clients' needs and provide advisory/consultation to customers in purchasing property for the best deal under the best terms.</li> <li>• Fix up the appointments for the sales team. KRA would be based on conversion of prospects &amp; number of prospects.</li> <li>• Maintaining accurate records- Lead, Customer profiling, lead Conversion.</li> <li>• Collect and communicate customer feedback in a timely and efficient manner.</li> <li>• Maintain and update the database with information on the nature of queries and status of resolution.</li> <li>• Update customers on the status of their queries and complaints in a timely manner.</li> <li>• Meeting the internal targets and goals assigned within the team.</li> <li>• Explain to prospects the objective of call and retrieve mandatory information from them.</li> <li>• Keep accurate and detailed records of calls made and results achieved</li> </ul>
<b>Recruitment Process</b>	<b>CV observation for shortlisting &amp; Direct interviews</b>
<b>How to Apply?</b>	<p>Interested and eligible students need to apply on the link given below latest by <b>5:00PM, 30<sup>th</sup> March 2021</b></p> <p><a href="#"><b>CLICK HERE</b></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**