



AMITY TECHNICAL PLACEMENT CENTRE

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

Alethe Consulting Pvt. Ltd

Recruitment Opportunity for 2021 Batch

Only for Students of Amity Education Group

Last Date to Register – 1st November 2021 by 4 PM

Company	Alethe Consulting Pvt. Ltd
Website	http://aletheconsulting.com/
Batch	2021
Date of Campus	Will be confirmed later
Job Title	Trainee Ad Sales
Eligible Degrees	MBA
Eligible Branches	MBA Sales & Marketing
Eligibility Criteria	60% throughout in class 10 th , 12 th Graduation and MBA
Other Skills Required (If any)	Very good communication skill
Location	Gurgaon
Compensation (CTC)	4 to 4.5 LPA
Roles & Responsibilities	<ul style="list-style-type: none">• Report to Sales Head and work with to define Sales propositions, carry end-to-end responsibility to increase the revenues. Meeting & exceeding the sales targets (territory) set by the company through effective planning and execution.• Shall execute various sales, business development & customer engagement initiatives in a matrix organization.• Travel across defined territory for all sales activities. Involved in sales calls and contact/lead generation through Trade Shows and Conferences etc. Considerable amount of time shall be spent face to face with existing and potential customers.• Work in close coordination with the project, product development, presales, internal/external stakeholders and delivery in the process of business development.• Will be responsible to grow existing accounts, and acquire strategic new customers. The objective should be to penetrate accounts in multiple areas: promote new solutions and services to existing business units, establish new revenue streams with new business units, as well as, maintain and grow established business streams within the account.

	<ul style="list-style-type: none"> • Qualify the lead with the help of internal stakeholders, arrange suitable meetings and supports lead pursuit. Actively engage with internal stakeholders such as project, product development, presales and delivery during the lead generation to establish company's credibility and value proposition in front of potential customers in the solutions area. To work across businesses to take solutions to the market. • Collate information on prospective clients, even where an appointment is not obtained. • Maintain existing client relationships, in particular, those which are not currently active. • Presents achieved vs target reports on monthly/quarterly basis. • Obtains relevant insights on trends, priorities, weaknesses, opportunities, strengths and threats with respect to solutions and shares it with marketing. Markets services around solutions, builds credibility and branding across customers in the solutions area. • Builds partnerships with key industry associations that can partner with the company to promote solutions. Cultivation of relationships with alliance partners as well as principal firms (vendors) operating within the territory. • Work with existing customers to generate new business through up- and cross-selling, maintain existing customer relationships - establish productive, professional relationships with key personnel in assigned customer accounts. • Establish new relationships by researching, adding and developing new contacts. Map out the key players for potential new business initiatives and determine/document appropriate sales strategy. • Adopts a consulting approach to build solid customer relationships whereby becoming a credible and consistent source of technology alignment.
Recruitment Process	Face to face interview
How to Apply?	<p>All interested students should apply by 1st November 2021, by 4 PM.</p> <p>CLICK HERE TO APPLY</p>

Our Best Wishes are always with you

Team ATPC

Amity Technical Placement Centre (ATPC) Centralise Placement Division of Amity Education Group

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