

Comcon Industries

Placement Opportunities for 2012 & 2013 Batch (Only for Unplaced Students)

Company	:	Comcon industries
Job Title	:	Business Development Executive
Eligibility	:	B.Tech (CS / IT) or MCA
Location	:	Noida
Gender	:	<u>Only Male Candidates</u>
Package	:	Rs. 8,000/- to 10,000/- during probation of 3 - 6 months which gets revised as per the performance at the end of probation period.

Read and Understand the Job profile before applying for it.

Key Responsibilities:

- Deal with application software/solutions and related accessories/products to prospective and existing customers in a Business to Business market.
- Business generation for products assigned. Up-selling and cross-selling to existing customers
- Handle client visits, presentations, etc. Responding in writing to customer requirement, prepare proposals etc
- Generating leads through Cold Calling and Tele Calling
- Meet Monthly sales Targets & Responsible for complete sales cycle including negotiating pricing and closing the sale.
- Submitting Sales reports, Proposals, Presentations, relevant documents, etc

Desired Profile:

- An MCA or BE/B. Tech in Computers
- Highly motivated individual with excellent inter-personal and communication skills
- Strong negotiation skills with a go-getter attitude
- Strong understanding of customer and market dynamics and requirements
- Willing to travel anywhere in India
- Own Conveyance a must
- Qualification: Graduate with Science Background
- Good knowledge of Computers
- Good written and spoken English

How to Apply? (Very important, Read Carefully)

1. Interested & Eligible students need to Mail their updated resume in Word Format to kkumar3@amity.edu
2. **Resume should have First Name & Last name of the student (Eg. Anil Sharma Resume.doc)**

3. Subject Line of the mail should be "**Applying for Comcon Industries**)"
4. Once applied students have to appear in the Interview process or else his / her name will be blacklisted and no further opportunities will be provided.
5. Last date to apply for this job is **Thursday, 25th July 13 by 4:00 pm**
6. Interview Date, Time & Venue Will be informed through Email
7. Entries received after the above mentioned date & time will not be considered.

Best of Luck

Prof. (Dr.) Ajay Rana
Director