



## AMITY TECHNICAL PLACEMENT CENTRE

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

### THERMAX

### Virtual Campus Recruitment - 2021 / 2022 Passing Out Batch

**Only for Students of Amity Education Group**

**Only for Unplaced & Eligible Students**

**Last Date to Register - 22<sup>nd</sup> March 2022 ( 1 PM )**

<b>Company</b>	Thermax												
<b>Website</b>	<a href="http://www.thermaxglobal.com">www.thermaxglobal.com</a>												
<b>Batch</b>	2021 / 2022 Batch												
<b>Date of Campus</b>	Will be Informed later												
<b>Job Title</b>	Management Trainee – Business Development												
<b>Eligible Degrees</b>	B.Tech ( Mechanical/ Chemical ) + MBA												
<b>Eligible Branches</b>	Marketing												
<b>Eligibility Criteria</b>	<table border="1"><tr><td>10th</td><td>-</td><td>60 % Criteria &amp; Above</td></tr><tr><td>12th</td><td>-</td><td>60 % Criteria &amp; Above</td></tr><tr><td>Graduation</td><td>-</td><td>6.0 CGPA &amp; Above</td></tr><tr><td>MBA</td><td>-</td><td>6.0 CGPA &amp; Above</td></tr></table> <p>No Live Backlog</p>	10th	-	60 % Criteria & Above	12th	-	60 % Criteria & Above	Graduation	-	6.0 CGPA & Above	MBA	-	6.0 CGPA & Above
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Graduation	-	6.0 CGPA & Above											
MBA	-	6.0 CGPA & Above											
<b>Roles &amp; Responsibility</b>	<ul style="list-style-type: none"><li>• Enquiry generation, mapping potential customers, generating leads, build project pipeline</li><li>• Build relation with client/consultants and maintain Customer Relationship Database</li><li>• Prepare Technical and Commercial Proposal and making necessary proposal presentations</li><li>• Maintain tab on competition, macro trends, industry sectorial trends, investment trends etc.</li><li>• Build sales tools like references, case study, presentations, brochure, etc.</li><li>• Drive pre-bid and technical meetings, negotiation meetings and contract closures</li><li>• Work closely and co-ordinate with Proposal and Operations team to build offers</li></ul>												

	<ul style="list-style-type: none"> <li>Delivering sales presentations to customers emphasizing benefits to customer and value proposition</li> <li>Monthly Order Booking, Sales, Collection of payment &amp; Visit Targets as per Plan</li> <li>Conduct Business Development drives in the region and add new accounts/segments</li> <li>Represent the company at exhibitions, seminars and other customer oriented events</li> <li>Develop ties with consultants in the region for enquiry generation, business development, etc.</li> <li>Explore segment wise application of utilities and align solution</li> </ul>											
	<ul style="list-style-type: none"> <li>Knowledge of Boiler, Heater Technology and types of equipment involved and understanding of total costs</li> <li>Basic knowledge of business financials, such as profitability, IRR, etc.</li> <li>Basic understanding of financial and legal aspects of Utility Delivery Contract</li> <li>Ability to work in collaboration with multiple teams</li> <li>Self-motivated, sharp, and agile in communication and interactions</li> </ul>											
<b>Location</b>	<b>Pune</b>											
<b>Recruitment Process</b>	<ul style="list-style-type: none"> <li>Pre-Placement Talk</li> <li>Interview's</li> </ul>											
<b>Compensation (CTC)</b>	<table border="1"> <thead> <tr> <th colspan="3">HR Round</th> </tr> <tr> <th>Job Title</th> <th>Department</th> <th>Total CTC p.a. (Rs.)</th> </tr> </thead> <tbody> <tr> <td rowspan="2">Management Trainee – Business Development</td> <td>Trainee Offer</td> <td>5,10,000</td> </tr> <tr> <td>On Confirmation</td> <td>6,10,000</td> </tr> </tbody> </table>	HR Round			Job Title	Department	Total CTC p.a. (Rs.)	Management Trainee – Business Development	Trainee Offer	5,10,000	On Confirmation	6,10,000
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Management Trainee – Business Development	Trainee Offer	5,10,000										
	On Confirmation	6,10,000										
<b>How to Apply?</b>	<p>Interested and eligible students need to apply on the link given below latest by 1 PM, <b>22<sup>nd</sup> March 2022</b></p> <p><a href="#">Click here to apply</a></p>											

**My Best Wishes are with you!**

Team ATPC

**Amity Technical Placement Centre (ATPC)**  
**Centralised Placement Division of Amity Education Group**

**Amity University Campus | Amity Technical Placement Centre (ATPC)**  
E-2 Block, Room No. G-02, Ground Floor, Sector 125, Noida (U.P.) 201313

[atpc@amity.edu](mailto:atpc@amity.edu)

| [amity.edu/placement](http://amity.edu/placement)