



Job Description: Trainee- (Technology)

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ABOUT MEDIAGURU

MediaGuru (MG), a global media services company, working with both established corporate houses as well as new entrepreneurial ventures across the world. It is engaged in media consulting, technology, and digital archiving solutions, with expertise across television, film, radio, new media, and print.

MG provides end-to-end solutions, for media ventures in every vertical including Television, Print, FM Radio Stations and New Media at:

- Competitive Cost
- International Quality
- Future Integrated Media Networks, &
- In Record Timelines

MG integrates full range of its consulting capabilities, backed by industry experts with wide experience, to provide end-to-end turnkey solutions for media enterprises. It has gained its media presence across India, Asia Pacific region and Africa by helping media companies to grow, and, also non-media companies to diversify into the media domain.

MG's biggest asset is its multi-dimensional team of experts, and knowledge insight of the entire domain of Media.

PARTIAL LIST OF CLIENTS



Job Title:	Trainee- Presales	Experience	Fresher
Department/Group:	Sales & Marketing	Job Code/ Req#:	
Location:	Noida	Travel Required:	No
Level/Salary Range:	3 Lakhs	Position Type:	Full Time
HR Contact:	Anubhuti Singh anubhuti@mediguru.com	Date posted:	
Will Train Applicant(s):	Yes	Posting Expires:	N/A
Job Description			
<p>ROLE AND RESPONSIBILITIES</p> <p>The role of Management Trainee is to learn consultative, solution-based sales. It is to combine technical knowledge with negotiation skills to provide advice and support on a range of products.</p> <p>ESSENTIAL DUTIES:</p> <ul style="list-style-type: none"> • Understanding the domain (Media Services). • Evaluate existing and emerging technologies in media vertical. • Recommend new technologies to CTO. • Work on a cost- benefit technology analysis and submit a technology recommendation report periodically to senior management. • Relationships with technology vendors across the globe. • Help in building a tech vision for MediaGuru for a long term sustainable competitive edge. • Work in close tandem with design and presales proposal team. • Interacting with clients that a product or service best satisfies their needs in terms of quality, price and delivery. • Closely work with team in negotiating tender and contract terms and conditions to meet both client and company needs; • Calculating client quotations and administering client accounts; • Providing pre-sales technical assistance and product education, and after-sales support services; • Preparing reports for head office; the production of appropriate collateral, including technical write-ups, bill of materials, diagrams and costing where appropriate. • Coordinating sales projects; • Supporting marketing activities in ATL/BTL. • Making technical presentations and demonstrating how a product meets client needs; • Liaising with other members of the sales team and other technical experts; • Providing training and producing support material for other members of the sales team. <p>QUALIFICATIONS AND EDUCATION REQUIREMENTS</p> <ul style="list-style-type: none"> • Electronics/Computers background. <p>PREFERRED SKILLS</p> <p>Must possess required knowledge, skills, abilities and experience and be able to explain and</p>			

demonstrate, with or without reasonable accommodations, that the essential functions of the job can be performed.

- Excellent communication, negotiation skills and persistent closing skills.
- Highly motivated and energetic
- Resourceful and problem solver.
- Should be a good team player
- Ability to multi task
- Should also be able to build strong networks in- and outside their organizations
- Work well independently or in teams.