

Practo Technologies Ltd
Campus Recruitment – 2015 Batch
(Only for Unplaced Students)

Website	-	www.practo.com
Eligibility	-	B.Tech (All Branches) 60% throughout academics
CTC	-	Rs. 6,47, 375/- (480000 fixed + 120000 variable + 36000 travel allowance + 11375 towards gratuity & insurance)
Location	-	Pan India

Roles & Responsibilities:

1. Meet prospective clients, execute effective product demonstrations, emphasizing product features and benefits with focus on the value of the solution
2. Consult with physician practices to understand practice workflow needs and expectations
3. Prospect, educate, qualify, and generate interest for Sales Opportunities
4. Develop and accomplish a lead generation plan including Outbound and Inbound prospect management
5. Follow up with prospective clients and should be an expert in closing deals
6. Attending sales group meetings concerning sales targets, forecasts, and reporting on market situation and competition
7. Participating in conferences, representing the company for brand awareness
8. Maintaining and expanding the database of prospects for the organization
9. Providing suggestions to improvise on sales and marketing strategies

Skill requirements:

1. Tech savvy, highly motivated, self-starter, team player
2. Exceptional verbal and communication skills
3. Unquenchable thirst to learn and grow
4. Loves to travel, meet people and has excellent presentation skills

5. Should be honest, trustworthy and assertive
6. Excellent time-management skills
7. Decision maker, problem solver, creative thinking skills
8. Highly proficient in MS Office

Benefits at Practo:

1. Young, fast paced and competitive environment
2. Part of a focused, hard working team, helping improvise on sales objective and strategies as you grow
3. Good incentive structure, at par with industry standards
4. Excellent training and support system
5. Peers and leaders that inspire motivate and innovate

How to Apply?

1. If you are eligible & interested for the above mentioned job profiles apply before **5th Feb 15 by 10:00 am** on the link given below.

[https://docs.google.com/forms/d/1-](https://docs.google.com/forms/d/1-w4S_8lI6Tg5Mz6sNzivzPRZuWr6ClZjWaJ5j_0qBF8/viewform?c=0&w=1&usp=mail_form_link)

[w4S_8lI6Tg5Mz6sNzivzPRZuWr6ClZjWaJ5j_0qBF8/viewform?c=0&w=1&usp=mail_form_link](https://docs.google.com/forms/d/1-w4S_8lI6Tg5Mz6sNzivzPRZuWr6ClZjWaJ5j_0qBF8/viewform?c=0&w=1&usp=mail_form_link)

2. **Once applied you have to appear for the process or else your name will be blacklisted for all further placement drives.**

Documents Require (Mandatory)

1. Clipboard for Writing Exam – (Must Bring)
2. Campus ID Card (Mandatory)
3. College ID Card (Original + Photocopy)
4. Passport Size Color Photos - (5 Nos.)
5. Photocopies of all Mark sheets (X, XII, B.Tech All Semesters)
6. Updated Resume - (5 Nos.)
7. A4 sheets for rough work – (Min 10 Rough Sheets)

My Best Wishes

Prof. (Dr.) Ajay Rana

Director - ATPC