

## **ZYCUS INFOTECH**

### **CAMPUS RECRUITMENT – 2016 BATCH**

#### **(Only for Unplaced Students)**

<b>Date</b>	-	<b>Monday, 5<sup>th</sup> Oct 2015</b>
<b>Time &amp; Venue</b>	-	8:15 to 8:30 am (E2 Auditorium) 8:30 to 9:00 am (F2 Auditorium)
<b>Eligibility</b>	-	<b>B.Tech all streams (50% and above)</b>  <b>or MCA (50% and above)</b>  <b>Only for Unplaced Students</b>
<b>Position</b>	-	Business Development in a leading Software Product Company

#### **About the Job Profile**

- You'll be handling a major territory in the US, and thus all related clients and organizations within. Other Key Responsibilities shall include:
- Establishing Professional Relations with C-Level executives and subordinates.
- Interest Generation among decision makes and Influencers via Emails, Phone Calls and Social Media.
- Active Involvement in Social Media Campaigns to generate and maintain interest in Zycus and its initiatives.
- Finding Key Contacts from the Targeted Accounts / Region.
- Educating potential clients on the latest industry best practices via emails and planned conference calls with solution experts.
- Creating a buzz among prospects for Online Procurement Webinars and Interactive Hangout Sessions with Procurement Consultants and Experts.
- ***Note:** Since your territory shall be in the US, your work timings shall be 5:30 pm onwards.*

#### **Skills**

- Excellent Business communication Skills - Both Oral & Written
- Probing, Analytical and Presentation Skills
- Streak of Creativity, Ingenuity and Innovation is a value addition

<b>Location</b>	-	<b>Mumbai</b>
<b>Joining</b>	-	<b>July 2016</b>
<b>CTC</b>	-	<b>5.60 LPA (3.35 LPA fixed + 50k Night Allowance + 1.75 LPA Variable)</b>

Training agreement - 12 months

**Recruitment Process:**

- Organization and Profile Presentation
- Aptitude Test
- Business Case Study
- Panel and Final Interview

**The Zycus Advantage:**

- **International exposure** – With your clients and colleagues being in the US, you'll be exposed to the American Corporate Culture, which will definitely prune and groom your career.
- **Work With a World Leader** – A good start is a race half won. Working with a global leader at the initial stages of your career ensures a rapid professional growth.
- **Excellent Networking Opportunity** – Since a major aspect of your job shall involve client interaction, it automatically creates a strong network with professionals and industry experts around the globe.
- **New Initiatives** – At Zycus, you get to be a part of various initiatives taken up by fellow teams, thus eradicating the element of monotony and widening your horizon of learning.
- **Be an Expert** – If you're good at something, why not be the best? Zycus provides you with various platforms where you can gather expertise and become a subject matter expert. This helps you master a particular subject area and simultaneously supplement your teams efforts.
- **Unparalleled Growth Opportunities** – With a Performance-Linked-Growth approach, Zycus always ensures that if you're a Speeding Stallion, you'll always have room to gallop.

Best Wishes

**Prof. (Dr.) Ajay Rana**

Director & Advisor