



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA

NTSC17180030

WILDCRAFT

Campus Recruitments 2017 Passed out Batch

Batch	2017
Website	http://www.wildcraft.in
Job Title	CORPORATE MANAGER
Eligible Degrees	MBA
Eligible Branches	SPECIALISATION: SALES & MARKETING
Eligibility Criteria	<ul style="list-style-type: none"> • Experience of 1-4 years in corporate sales/account management • Experience of working in the local i.e. Delhi/NCR market • Individual contributor with experience of both hunting and farming • Preferred industries: BFSI/Insurance/Consumer Electronics • Travel of 10-12 days in a month in the territory assigned
Location	India – Delhi / Gurgaon/ Noida
Compensation (CTC)	4.0 LPA- 7.0 LPA
Roles & Responsibilities	<ul style="list-style-type: none"> • Relationship Management- To maintain and manage Client Expectation and resolve their Concern/ issues in agreed time frames. • Responsible for relationship building with large strategic Clients to generate additional business through Organic growth, client synergies & group companies. • Sales Achievement – To achieve the set business targets by Sourcing New clients, Cross Selling, Up Selling, Reference Selling and Ad-inserted Sales. • Customer Retention- Organize promotional campaigns & visibility drives to increase brand awareness. • Effective coordination with client and branches across India for multi-location orders to prepare timely report on market trends and competition and to analyse threat in the market and to monitor functional profitability • Responsible for customise presentation to the client for new Business, cross-selling and up selling of products. • Exploring opportunities of potential through intense market research
Other Desired Skills /	<ul style="list-style-type: none"> • Analytical & Interpretation and Creative thinking

Competencies	
Documents Required	Will be Informed later
How to Apply?	Interested & Eligible Students need to send their resumes to hkumar9@amity.edu latest by 26th September 2017 at 5.00 PM Subject Line: Company Name

My Best Wishes are with you!

Dr Ajay Rana
Advisor