



AMITY TECHNICAL PLACEMENT CENTRE

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

Acxiom Consulting Pvt Ltd.

Campus Recruitment - 2018 Batch

Company	Acxiom Consulting
Ranking	Axiom's Butter Gram is Gold Winner in the European Design Awards 2017 Axiom Consulting Private Limited awarded at SME Business Excellence Awards 2014
Website	http://www.acxiomconsulting.com/
Batch	2018 Passing Out Batch
Joining Date	Jan 2018
Date of Campus	Will be informed through email
Time	Will be informed through email
Venue	Will be informed through email
Job Title	Profile 1: Sales , Pre Sales Profile 2 : Functional Consultant Profile 3: Project Coordinator Profile 4: Recruiter
Eligible Degrees	MBA
Eligible Branches	Profile 1: Sales and Marketing Profile 2: Retail Profile 3: Operations Profile 4: HR
Eligibility Criteria	No criteria
Location	NCR
Compensation (CTC)	Will be disclosed during pre-placement talk
Roles & Responsibilities	Profile 1: <ul style="list-style-type: none">• Excellent customer service attitude and the ability to interact with customers in a professional manner.• Know-how/skills of MS Office.• Proactive and results-oriented.• Excellent influencing and communication skills.

	<ul style="list-style-type: none"> • Strong customer focus and relationship management skills. • Strong pursuance power. • Open to Travel and flexi hours. • Innovative Thinking. • Expected to make/meet new clients, make and give demos of CRM, NAV, AX. • Should be able to drive or coordinate the sales cycle. <p>Profile 2 :</p> <ul style="list-style-type: none"> • Understanding Retail client's requirements and implementation road map. • Preparing detailed estimate and plan for the project. • Projects execution and monitoring. • Implementation of Retail business practices. • Issues resolving, Client Management, Data Management. • Interaction with Consultants, Retail Clients, Software Developers and Other • Financial control and Budget Management. • Managing timelines and re-planning if required for timely delivery. • Following client for sign offs and closures. <p>Profile 3 :</p> <ul style="list-style-type: none"> • Resolve customer queries and issues and Ensure quality of services delivered. • Escalate customer issues for quick resolution and Execute activities to meet the service period SLAs • Handle the day to day marketing operations • Handle the reports required for business intelligence • Monitoring and managing of the backend process. <p>Profile 4 :</p> <ul style="list-style-type: none"> • Responsible for End to End Recruitment using various innovative sourcing methodologies. • Will be responsible for Sourcing through various job boards, Social Networking Sites, through references as per the requirement specifications. • Short listing the candidates through various modes like telephonic screening, technical screening, finally checking the interest level of the candidate towards the firm, and as per the requirement specifications. • Understanding Salary fitment and taking care of salary negotiations • Follow-up with selected candidates to confirm their DOJ and keep the respective departments/ Clients informed of the same. • Exposure on AX HR module
	<p>Other Desired Skills / Competencies</p> <ul style="list-style-type: none"> • Project Planning with Resources, Costs, Tasks and Timelines. • Project Status Reporting for Internal Reviews and with Customers • Successful completion of the Project within the Planned Timeline and Budget
	<p>Process</p> <p>Pre Placement Talk, Group Discussion, Personal & HR Interview</p>
	<p>Documents Required</p> <p>a. Campus ID Card : Mandatory</p> <p>b. College ID Card : Original as well as Photocopy</p> <p>c. Passport Size colour Photos : Five in Numbers</p>

	<p>d. Photocopies of all Mark sheets : X, XII, UG (All Semesters)</p> <p>e. Updated Resume : Two in Numbers</p> <p>f. A4 sheets for rough work : Five in Numbers</p> <p>g. Stationery items : Stapler, Glue Stick, Pen, Pencil, Eraser etc.</p>
How to Apply?	<p>Interested and eligible students need to send their latest resume to hkumar9@amity.edu latest by 15th Dec 17 by 11:00 am.</p> <p>Subject line of the mail : Applying for Acxiom Consulting < Profile Name ></p> <p><i>Late entries will be automatically deleted.</i></p> <p>Once applied students need to appear for the process or else his / her name will be put in NIP / Debarred list.</p>

My Best Wishes are with you!

Dr. Ajay Rana
Advisor