



## AMITY TECHNICAL PLACEMENT CENTRE

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

### **Campus Recruitment - 2018 Passing Out Batch** **( Only For Unplaced Students)**

|                                     |  |
|-------------------------------------|--|
| <b>Company</b>                      | 18082<br>(Company Name will be disclosed during PPT. )   |
| <b>Batch</b>                        | <b>2018 Batch</b>  |
| <b>Joining Date</b>                 | <b>Immediately</b>   |
| <b>Date of Campus</b>               | Will be informed later   |
| <b>Time</b>                         | Will be informed later   |
| <b>Venue</b>                        | Will be informed later   |
| <b>Job Title</b>                    | <b>Profile 1:</b> Speaker Empanelment Executive<br><b>Profile 2:</b> Client Relationship Officer   |
| <b>Eligible Degrees</b>             | B.Tech /BBA /MBA   |
| <b>Eligible Branches</b>            | All Branches   |
| <b>Eligibility Criteria</b>         | No Criteria  |
| <b>Location</b>                     | Noida  |
| <b>Compensation (CTC)</b>           | (3.5 LPA - 4.5 LPA) + variable bonus   |
| <b>Roles &amp; Responsibilities</b> | <b>Profile 1:</b> <ul style="list-style-type: none"> <li>Defining a comprehensive strategy, driving One Network Alliance and ensuring sales</li> <li>organization achieves overall revenue target</li> <li>Research and understand our target speaker profiles, which include industry heads,</li> <li>subject matter experts, thought leaders, comedians, life coaches and more.</li> <li>Empanelling the aforementioned speakers with SpeakIn.</li> <li>Maintain a thoroughly sanitized database of the empanelled speakers.</li> <li>Think and create compelling messages, activities etc. to attract and keep the speakers engaged.</li> <li>Recommending speaker's basis their profiles and matching them to suitable events according to client requirements.</li> <li>Design and build customized campaigns for clients looking at the event lifecycle management and create win-back strategies.</li> <li>Understand and closely follow the expert landscape, for leveraging on opportunities.</li> <li>Maintain the speaker mix to ensure each vertical has adequate focus</li> <li>Engage with frontline sales teams for ensuring revenue realization by forecasting</li> <li>projections/trends, tracking the funnel/pipeline for a healthy business and</li> </ul> |

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|----------------------------|--|
|                            | <p>working with the speaker relations head to project potential gaps and cover-up plan.</p> <p><b>Profile 2:</b></p> <ul style="list-style-type: none"> <li>• Defining a comprehensive strategy, driving One Network Alliance and ensuring sales organization achieves overall revenue target</li> <li>• Accomplish set revenue and product targets.</li> <li>• Responsible for sales governance activities including lead to conversion, warm lead management, CRM, Other Efficiency Metrics</li> <li>• Develop and implement Marketing Plans with focus on improving sales efficiencies, launching of new programs, and other local promotional activities.</li> <li>• Research and understand our target client profiles, which include Corporates, Associations, Event Management companies and more.</li> <li>• Empanelling the aforementioned speakers with SpeakIn for specific client requirements.</li> <li>• Maintain a thoroughly sanitized database of the clients.</li> <li>• Think and create compelling messages, activities etc. to attract and keep the clients engaged.</li> <li>• Design and build customized campaigns for clients looking at the event lifecycle management and create win-back strategies.</li> <li>• Understand and closely follow the expert landscape, for leveraging on opportunities.</li> <li>• Maintain the speaker mix to ensure each vertical has adequate focus</li> <li>• Engage with frontline sales teams for ensuring revenue realization by forecasting projections/trends, tracking the funnel/pipeline for a healthy business and working with the speaker relations head to project potential gaps and cover-up plan.</li> </ul> |
| <b>Skills Desired</b>      | <p><b>Profile 1:</b></p> <ul style="list-style-type: none"> <li>• Strong executive presence with innovator and influencer level communications</li> <li>• Interest in and aptitude for creative thinking and problem solving attitude</li> <li>• Action and detail-oriented with strong organization and prioritization skills</li> <li>• Very strong networking skills, ability to deal with existing partners and network with potential new speaker partners</li> <li>• Experience navigating large and complex organizations, including gaining access to key executives and stakeholders and successfully managing relationship</li> </ul> <p><b>Profile 2:</b></p> <ul style="list-style-type: none"> <li>• Strong executive presence with innovator and influencer level communications</li> <li>• Interest in and aptitude for creative thinking and problem solving attitude</li> <li>• Action and detail-oriented with strong organization and prioritization skills</li> <li>• Very strong networking skills, ability to deal with existing partners and network with potential new partners</li> </ul> <p>Experience navigating large and complex organizations, including gaining access to key executives and stakeholders and successfully managing relationship</p>  |
| <b>Recruitment Process</b> | Will be Informed through Email.  |
| <b>How to Apply?</b>       | <p style="text-align: center;"><b><u><a href="#">CLICK HERE</a></u></b></p> <p>( Last Date to apply for this placement drive is 7<sup>th</sup> April 2018 by 2:00 PM.)</p>   |



**My Best Wishes are with you!**

**Prof. Dr. Ajay Rana**  
**Advisor**