



## 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>	18104 Company Name & Ranking will be disclosed during PPT)		
<b>Job Title</b>	Executive - Client Acquisition		
<b>Eligible Degrees</b>	B.Tech		
<b>Eligible Branches</b>	All Branches (Except CS & IT)		
<b>Eligibility Criteria</b>	10th	-	60% & Above
	12th	-	60% & Above
	Graduation	-	No % Criteria
<b>Location</b>	PAN India		
<b>Compensation (CTC)</b>	INR 2.52 LPA + Weekly Incentive		
<b>Roles &amp; Responsibilities</b>	<ul style="list-style-type: none"><li>• To generate leads &amp; Identify decision makers within targeted leads and initiate the sales process.</li><li>• To penetrate all targeted accounts and originate sales opportunities for the company's products and services.</li><li>• To set up and deliver sales presentations, product/service demonstrations on daily basis.</li><li>• To ensure systematic follow-up with the client organizations to take the sales pitch to time-bound closure.</li><li>• To be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company.</li><li>• To ensure that all payments are collected as per the company's payment terms.</li><li>• Ensure adherence to sales processes and requirements.</li><li>• Achievement of monthly, quarterly &amp; yearly business plan.</li><li>• Forecast sales, develop "out of the box" sales strategies/models and evaluate their effectiveness</li><li>• Evaluate customers skills, needs and build productive long lasting</li></ul>		

	<p>relationships</p> <ul style="list-style-type: none"> <li>• Meet personal and team sales targets</li> <li>• Research accounts and generate or follow through sales leads</li> <li>• Attend meeting, sales events and trainings to keep abreast of the latest developments</li> <li>• Achieving <b>sales targets through new client acquisition</b> and growing existing client base.</li> <li>• Area Mapping, cold calling, prospecting, negotiation, closing on commercials and deals.</li> <li>• Building and managing strong relationships with clients and customers.</li> <li>• Selling high-end, customized online property solutions</li> </ul>
<b>How to Apply?</b>	<p><a href="#">CLICK HERE</a></p> <p>All interested and Eligible students should apply latest by <b>Dt. 25<sup>th</sup> April 2018, 10 am.</b></p>

**My Best Wishes are with you!**

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