



## AMITY TECHNICAL PLACEMENT CENTRE

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

### VERIS

### Campus Recruitment - 2019 Passing Out Batch ( ONLY FOR UNPLACED STUDENTS )

<b>Company</b>	VERIS
<b>Website</b>	<a href="http://www.veris.com">www.veris.com</a>
<b>Batch</b>	2019 Passing Out Batch
<b>Joining Date</b>	Feb / March
<b>Date of Campus</b>	31 <sup>st</sup> Jan 2019 ( Tentative )
<b>Time</b>	Will be informed later
<b>Venue</b>	Will be informed later
<b>Job Title</b>	Business Development
<b>Eligible Degrees</b>	Graduate
<b>Eligible Branches</b>	Any stream
<b>Eligibility Criteria</b>	No criteria
<b>Location</b>	Pan India
<b>Compensation (CTC)</b>	5 LPA.
<b>Recruitment Process</b>	Will be informed later
<b>Roles &amp; Responsibilities</b>	<ol style="list-style-type: none"> <li>Will be responsible for direct selling to large enterprises - Fortune 500 companies <ul style="list-style-type: none"> <li>End to end business development/sales from lead generation to closing</li> <li>Pitch to a variety of stakeholders - Facility managers, Security, IT department, C-suite at large enterprises</li> <li>Build a network of Veris</li> </ul> </li> <li>Manage channel partners (Resellers) - Help them sell more! (partnered with world's largest facility management group) <ul style="list-style-type: none"> <li>Knowledge transfer/trainings/market understanding/collaterals etc</li> <li>Foster a healthy relationship between the company and resellers</li> <li>Participate in joint sales calls to customers and assist the Partner in closing opportunities</li> </ul> </li> <li>Coordinate with the Customer support/product/marketing/tech team</li> <li>Brainstorm new and creative revenue growth strategies and partnership opportunities</li> <li>Willing to take up responsibilities which adds value/supports other functions of the company</li> </ol>
<b>Documents Required</b>	<ol style="list-style-type: none"> <li>Campus ID Card : Mandatory</li> <li>College ID Card : Original as well as Photocopy</li> <li>Passport Size colour Photos : Five in Numbers</li> </ol>

	d. Photocopies of all Mark sheets : X, XII, UG (All Semesters) e. Updated Resume : Two in Numbers f. A4 sheets for rough work : Five in Numbers g. Stationery items : Stapler, Glue Stick, Pen, Pencil, Eraser etc
<b>How to Apply?</b>	Interested and eligible students need to apply on the link given below latest by 25 <sup>th</sup> Jan 2019 by 3 PM  <a href="#"><u>CLICK HERE</u></a>

My Best Wishes are with you!

Prof. Dr. Ajay Rana  
Advisor