



AMITY TECHNICAL PLACEMENT CENTRE

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

ARCON - 2019 Passing Out Batch **(Only For Kolkata Campus)**

Company	ARCON
Website	www.arconnet.com
Batch	2019 Batch
Date of Campus	Will be informed later
Eligible Degrees	B.Tech / MBA
Eligible Branches	B.Tech (CSE) MBA (Sales & Marketing)
Eligibility Criteria	<ul style="list-style-type: none"> • No % Criteria • Strong presentation skills as well as the ability to build and present high-quality product demonstrations to both technical and executive audiences • Superior communication and interpersonal skills; ability to build relationships at multiple levels to work cross organizationally toward solutions; excellent leadership and consensus building skills • An understanding of security concepts and the development of security roles within organizations that meet functional, technical and regulatory requirements
Job Title	Business Development
Location	Mumbai
Salary Package (CTC)	B.Tech – INR 3.5 LPA MBA – INR 4.5 LPA
Recruitment Process	Aptitude Test Technical Interview HR Interview
	<ul style="list-style-type: none"> • Proactively seek out new sales opportunities by developing new and existing technical relationships within prospective accounts and current active customers for gamut of Global Business Development for cyber security Domain. • Present Arcon technical value proposition to customers and partners effectively • Conduct and Ensure success of customer proof-of-concepts (POCs) • Documentation of client feature requests and issues in CRM system • Support Arcon and partner seminars and industry trade shows

	<ul style="list-style-type: none"> • Able to convey customer requirements to Product Management teams • Develop technical knowledge of Arcon and associated technologies • Market research, channel developments, Partner on-boarding, Partner development. • Targeting key, enterprise accounts, accounts profiling, engagement with IT heads, CISO & CIO's. • Responsible for Generating ROI for the entire team. • Developing business opportunities that are strategic from a revenue perspective or complex in nature, requiring high-level complex selling skills • Working with Partners to identify opportunities and create demand through lead generation activities and target account selling strategies. Actively tracking joint sales pipeline and annual revenue targets. • Responsible for meeting quarterly metrics such as business development, lead generations, lead conversions and ascertaining new prospects. Identified, negotiated and managed relationships with key resellers and distributors
How to Apply	<p>Interested and eligible students need to apply on the link given below latest by 20 Feb 2019 by 6:00 PM</p> <p><u>Click here to apply</u></p> <p>Late entries will be automatically deleted.</p>

My Best Wishes are with you !

Prof. Dr. Ajay Rana
Advisor