



AMITY TECHNICAL PLACEMENT CENTRE

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

RENTXPRT

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

Company	RENTXPRT
Website	www.rentxpert.com
Batch	2019 Passing Out Batch
Joining Date	Will be informed
Date of Campus	Will be confirm
Time	Will be informed
Venue	Will be informed
Job Title	Profile 1 - Associates for B.Tech Profile 2 - Asstt Manager for MBA
Eligible Degrees	B.Tech & MBA
Eligible Branches	Profile 1 - B.Tech (All Branches) Profile 2 - MBA (Gen) or MBA Sales & Marketing
Eligibility Criteria	No % Criteria
Location	Delhi / NCR
Compensation (CTC)	Profile 1 – INR 5.0 LPA, Profile 2 – INR 6.0 LPA
Roles & Responsibilities	<p>Profile 1</p> <ol style="list-style-type: none"> 1. Carrying out the primary and secondary survey in the designated area to list suitable properties available for lease. 2. Cutting through the noise and reaching the decision-maker to present the client's proposal and further getting the mandate to lease its' property(ies). 3. Using market intelligence and data to negotiate the best solution for stakeholders and presenting it to them in the most suitable manner to close the transaction. 4. Building strong client relationships and maintaining an excellent customer focus. 5. Working with the founders, to create and execute the most balanced supply strategy for the company. 6. Building a strong relationship with customers for BTL marketing. <p>Profile 2</p> <ol style="list-style-type: none"> 1. Drive Off-Line Sales through rigorous cold calling and meeting potential clients/corporates/organizations to sell RentXprt Services.

	<p>2. Periodic market research for finding different avenues for demand, collecting competitor data and effective data mining for generating prospects.</p> <p>3. Responsible for end-to-end sales process from qualifying clients to closing the deals, to retaining/acquiring new accounts/clients, in a specified region/market.</p> <p>4. Understand clients requirements and tailor-pitch the product portfolio accordingly.</p> <p>5. Maintain and review monthly sales tracker of accounts and targets.</p> <p>6. Share regular feedback on market conditions, competition, pricing and other factors influencing on-ground sales</p> <p>7. Ensure collection of accounts receivable/outstanding amount from clients/accounts.</p>
How to Apply?	<p>Interested and eligible students need to apply on the link given below latest by 21st 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