



AMITY TECHNICAL PLACEMENT CENTRE

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

RUST-X

Campus Recruitment - 2019 Passing Out Batch

ONLY FOR UNPLACED STUDENTS

Company Ref No.	SC19666			
Company	RUST-X			
Batch	2019 Passing Out Batch			
Joining	IMMEDIATE			
Job Title	Profile 1 : Business Development - Fillezy Profile 2 : Business Development- Keep It Fresh Profile 3 : Business Development- Rust -X			
Eligible Degrees	B.TECH / MBA			
Eligible Branches	Mechanical / Marketing			
Eligibility Criteria	10 th	-	60 % Criteria	
	12 th	-	60 % Criteria	
	Graduation	-	60 % Criteria	
	Post-Graduation	-	60 % Criteria	
Location	Pan India			
Compensation (CTC)	Upto 3 LPA			
Roles & Responsibilities	Profile 1 : <ul style="list-style-type: none">The Sales Engineer is a customer facing role, who will be responsible for the complete sales process – demand creation, mapping of accounts and closure. The candidate should be able to effectively communicateTo visit clients , generate pipeline and engage with customers for selling machines and the latest technology of air cushion packaging and protective packaging systems.Work with Sales Team with day-to-day support and execution of creative deliverablesManage CRM activities to ensure creative alignment across all marketing channelsLead execution of approval process, including uploading of all final marketing in CRM.Seek out appointments from customers and buy-in from India Mart , known sources, Google, Industry Databases to develop leads.Work with marketing operations to develop and respond to design requests.			

	<ul style="list-style-type: none"> • Order Follow up with Sales Team as well as customers. • Assist in overall monthly and campaign level reporting of marketing. • Full participation in Exhibitions & Marketing Promotions. • Lead Generation through Google, referrals and shopping sites. • Pricing & Quotations sharing with customers • Performa Invoices Making for the customers and advance payments follow up. • Coordination with Sales Team, Sales Leaders and Customer Care Team. <p>Profile 2 & 3 :</p> <ul style="list-style-type: none"> • Attainment of sales target year after year, very self-motivated and results-oriented, • To visit clients , generate pipeline and engage with customers who are exporters of fruits and vegetables, cold storages, organizaed and unorganized grocery stores, online tailers for groceries, reefer container cargo companies etc. Primary products are fresh fruit and shelf life enhancers. • Work with Sales Team with day-to-day support and execution of creative deliverables • Manage CRM activities to ensure creative alignment across all marketing channels • Lead execution of approval process, including uploading of all final marketing in CRM. • Seek out appointments from customers and buy-in from India Mart , known sources, Google, Industry Databases to develop leads. • Work with marketing operations to develop and respond to design requests. • Order Follow up with Sales Team as well as customers. • Assist in overall monthly and campaign level reporting of marketing. • Full participation in Exhibitions & Marketing Promotions. • Lead Generation through Google, referrals and shopping sites. • Pricing & Quotations sharing with customers • Performa Invoices Making for the customers and advance payments follow up. • Coordination with Sales Team, Sales Leaders and Customer Care Team.
Skills Required	<ul style="list-style-type: none"> • Experience in Academics Sale • Good convincing skills are required • Numerate •Computer Literate •Literate •Customer focussed •Excellent time management, able to work under pressure •Self motivated to achieve targets. •Excellent communication skills required orally and written •Excellent Administration skills •Effective working within teams and individually •Able to deal with customers in a positive and constructive way

	<ul style="list-style-type: none"> •Ability to represent the Association to external agencies including the courts •Ability to work in a challenging and diverse environment •Performance driven with initiative to assess complex situations and make decisions quickly and effectively and deliver excellent customer service •Personable and approachable •Respect for all with a commitment to equality and diversity •Calm under pressure •Able to use initiative •Discreet when dealing with confidential information •A positive 'can do' attitude •Ability to take ownership and empower others accordingly •Professional, friendly, honest and open approach •Able and willing to work evenings and weekends when required
How to Apply?	<p>Interested and eligible students need to apply on the link given below latest by 5th May 2019 by 2:00 PM</p> <p>Click here to apply</p> <p>Late entries will be automatically deleted.</p>

My Best Wishes are with you!

Prof. Dr. Ajay Rana

Advisor