



## AMITY TECHNICAL PLACEMENT CENTRE

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

### YOUNGMAN INDIA

### Campus Recruitment - 2019 Passing Out Batch

#### **ONLY FOR UNPLACED STUDENTS**

Company	YOUNGMAN INDIA			
Batch	2019 Passing Out Batch			
Joining	IMMEDIATE			
Job Title	Profile 1 : BDE Field  Profile 2 : Executive – Channel Sales			
Eligible Degrees	B.Tech /MBA			
Eligible Branches	BTech - Civil / Mechanical  MBA - Marketing			
Eligibility Criteria	10 <sup>th</sup>	-	60 % Criteria	
	12 <sup>th</sup>	-	60 % Criteria	
	Graduation	-	60 % Criteria	
	Post-Graduation	-	60 % Criteria	
Location	Greater Noida			
Compensation (CTC)	INR 3.00 LPA			
Roles & Responsibilities	Profile 1 :  <ul style="list-style-type: none"><li>Find construction projects and explore to fill up tracker</li><li>“Get the sale” using various customer sales methods (door-to-door, cold calling, presentations etc.) for demo and conversions</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 relationships</li><li>Meet personal and team sales targets</li><li>Research accounts and generate or follow through sales leads</li><li>Upselling to existing customers</li><li>Attend meeting, sales events and trainings to keep abreast of the latest developments</li><li>Report and provide feedback to regional manager/management using financial statistical data</li><li>Maintain and expand client database within your assigned territory</li></ul> Profile 2:			

	<ul style="list-style-type: none"> <li>• Achieving monthly sales/ revenue and data generation targets.</li> <li>• Developing new channel partners &amp; existing team of existing direct sales agent for improved performance.</li> <li>• Exploring new opportunities while continuing to develop the existing ones.</li> <li>• Providing market information (competition, potential and market data).</li> <li>• Defines the revenue / sales targets for the set of partners being handled.</li> <li>• Focus on horizontal and vertical growth (opening new growth. marketing &amp; developing existing).</li> </ul>
<b>How to Apply?</b>	<p>Interested and eligible students need to apply on the link given below latest by <b>18<sup>th</sup> June 2019 by 6:00 PM</b></p> <p><a href="#">Click here to apply</a></p> <p>Late entries will be automatically deleted.</p>

**My Best Wishes are with you!**

**Prof. Dr. Ajay Rana**

**Advisor**