

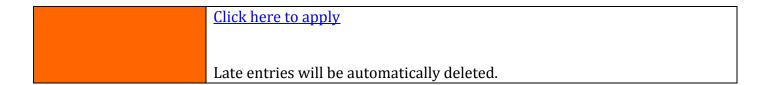
## AMITY TECHNICAL PLACEMENT CENTRE

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

## <u>KOMPANIONS</u> <u>Campus Recruitment - 2019 Passing Out Batch</u>

## **ONLY FOR UNPLACED STUDENTS**

Company	KOMPANIONS
Batch	2019 Passing Out Batch
Joining	IMMEDIATE
Job Title	Business Development Associate
Eligible Degrees	B.Tech /MBA
<b>Eligible Branches</b>	All Branches
Eligibility Criteria	10 <sup>th</sup> - 60 % Criteria
	12 <sup>th</sup> - 60 % Criteria
	Graduation - 60 % Criteria
	Post-Graduation - 60 % Criteria
Location	Gurgaon / Mohali / Jaipur
Compensation (CTC)	INR 3.6 LPA
Roles & Responsibilities	<ul> <li>Act as a consultant to the client and offering them recommended services and solutions</li> <li>Relationship building and after sales support</li> <li>Fix appointments for products demos with clients followed by mailing them presentation</li> <li>Handle inbound prospect calls and convert them into sales</li> <li>Solve queries via inbound emails/calls to reduce friction in usage</li> <li>Update product knowledge on an ongoing basis</li> <li>Handle complaints and provide appropriate solutions and alternatives in a timely fashion</li> <li>Protect organization's value by keeping the information confidential</li> <li>Understand customer needs</li> <li>Communicate with internal stakeholders the periodic progress of the business</li> </ul>
Skills Required How to Apply?	<ul> <li>Strong communication &amp; interpersonal skills</li> <li>Ability to handle pressure and meet deadlines</li> <li>Attention to detail</li> <li>Excellent time management skills</li> </ul> Interested and eligible students need to apply on the link given below latest
	by <mark>18<sup>th</sup> June 2019 by 6:00 PM</mark>



My Best Wishes are with you!

Prof. Dr. Ajay Rana Advisor