



AMITY TECHNICAL PLACEMENT CENTRE

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

IMAGINATION LIGHT & DÉCOR **Campus Recruitment - 2019 Passing Out Batch**

Company Ref No.	SC19829		
Company	IMAGINATION LIGHT & DÉCOR PVT LTD		
Batch	2019 Passing Out Batch		
Joining	Immediate		
Date of Campus	Will be Informed later		
Reporting Time	Will be Informed later		
Venue	Will be Informed later		
Job Title	Profile 1 : Sales & Marketing Profile 2 : Project Sales & Marketing Profile 3 : Project Sales & Operation Profile 4 : Electrical & Automation Profile 5 : Interior Designer Profile 6 : Product Designer		
Eligible Degrees	Any Graduate / Post Graduate		
Eligible Branches	Any Graduate / Post Graduate		
Eligibility Criteria	10 th	-	No % Criteria
	12 th	-	No % Criteria
	Graduation	-	No % Criteria
	Post-Graduation	-	No % Criteria
Location	New Delhi		
Job Responsibility	Profile 1: <ul style="list-style-type: none"> • Conduct market research to identify selling possibilities and evaluate customer needs • Actively seek out new sales opportunities through cold calling, networking and social media • Set up meetings with potential clients and listen to their wishes and concerns • Prepare and deliver appropriate presentations on products and services • Create frequent reviews and reports with sales and financial data • Ensure the availability of stock for sales and demonstrations • Participate on behalf of the company in exhibitions or conferences • Negotiate/close deals and handle complaints or objections • Collaborate with team members to achieve better results • Gather feedback from customers or prospects and share with internal teams 		

- Include discovering and pursuing new sales prospects, negotiating deals and maintaining customer satisfaction

Profile 2 :

- Identify business opportunities by identifying prospects, evaluating and researching their company and analysing their existing web presence.
- Sell inbound and digital marketing services by establishing contact and developing relationships with prospects; recommending solutions.
- Build new and existing networks and leverage those networks in order to prospect and nurture opportunities that lead to sales.
- Identify product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepare weekly sales reports by collecting, analysing, and summarizing information and activity.
- Contribute to team effort by accomplishing related results as needed.

Profile 3 :

- Gather data and conduct analysis of company sales and profitability.
- Develop methods for measuring company sales performance.
- Evaluate sales processes, programs, and systems to minimize costs and improve customer satisfaction.
- Facilitate sharing of reports and sales data between sales, marketing, and other departments.
- Make suggestions to management and other departments as to how sales can be increased.
- Able to make suggestions as to new items and services that the company can explore.
- The sales operation specialist may also need to do some marketing tasks, such as helping departments determine customer needs, advertising and promotional pricing methods.
- Oversee the sales department to make sure that sales records are accurate and that sales are being carried out within the scope of the company while adhering to rules and regulations.

Profile 4 :

- Develop electrical design, schematics and drawings in AutoCAD
- Interpret mechanical design drawings for electrical requirements
- Research supplier products for assembly components
- Help establish new and maintain existing standards
- Develop electrical bill of materials
- Power up electrical systems and configure hardware per application specifications
- Check quality of assemblers and technicians work and respond to inquiries during assembly
- Work with Sales Engineers to provide input with quote preparation as required

Profile 5 :

	<ul style="list-style-type: none"> • Working with clients, briefing and advising them with regard to design style, format, print production and timescales • Developing concepts, graphics and layouts for product illustrations • Determining size and arrangement of illustrative material and copy, and font style and size • Preparing rough drafts of material based on an agreed brief • Reviewing final layouts and suggesting improvements if required • Liaising with external printers on a regular basis to ensure deadlines are met and material is printed to the highest quality <p>Profile 6 :</p> <ul style="list-style-type: none"> • Meet with clients to establish the design brief, including concept, performance and production criteria • Work on ideas as part of a team or developing design concepts using computer-aided design (CAD), being mindful of the client's budget • Take part in specialist or multidisciplinary team meetings • Ketch initial design ideas • Identify the suitability and availability of materials • Produce detailed, final hand drawings and specifications or, more likely, using dedicated computer software (CAD) to produce design specifications, including parts lists and costing • Make samples or working models by hand or using computerised prototyping equipment • Occasionally travel to clients' production facilities to evaluate the feasibility of production.
Essential Requirements :	<p>Profile 1 , 2 & 3 :</p> <ul style="list-style-type: none"> • Proficiency in English. • Excellent knowledge of MS Office. • Thorough understanding of marketing and negotiating techniques. • Fast learner and passion for sales. • Self-motivated with a results-driven approach. • Aptitude in delivering attractive presentations. • Presentation Skills, Client Relationships, Emphasizing Excellence, Energy Level, Negotiation, Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Independence, Motivation for Sales <p>Profile 4 :</p> <ul style="list-style-type: none"> • Design and develop software applications based on given requirements and specifications • Understand client requirements for GUI/communication interface, networking and create specifications based on these requirements • Review, repair and redesign legacy code • Troubleshoot issues with existing company installed systems • Write user manuals to communicate functionality of company developed programs <p>Profile 5 :</p>

	<ul style="list-style-type: none"> • Expert in Corel Draw , Auto CAD, 3-D software, Photoshop • Possession of creative flair, versatility, conceptual/visual ability and originality • Demonstrable graphic design skills with a strong portfolio • Highly proficient in all design aspects • Professional approach to time, costs and deadlines • Knowledge of Interior Design, Auto CAD, 3-D software, Photoshop <p>Profile 6 :</p> <ul style="list-style-type: none"> • A high degree of technical knowledge balanced with creative ability and a hands-on approach • Visual and spatial awareness • Computer literacy including three-dimensional conceptual ability and CAD • The ability to cope with the pressure of deadlines • A willingness to build and maintain positive working relationships and to share information with others • Knowledge of Auto CAD, 3-D software, Photoshop.
How to Apply?	<p>Interested and eligible students need to apply on the link given below latest by 5th July 2019 by 6:00 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