



## AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA  
MUMBAI | RAIPUR | RANCHI | KOLKATA | PATNA

### InvestoXpert

### Virtual Campus Recruitment – 2021 Passing Out Batch

**Only for Students of Amity Education Group**

**Only for Unplaced & Eligible Students**

**Last Date to Register – 4<sup>th</sup> Jan 2021**

<b>Company</b>	InvestoXpert
<b>Website</b>	<a href="http://www.investoxpert.com">www.investoxpert.com</a>
<b>Batch</b>	2020 & 2021 Passing out batch
<b>Date of Campus</b>	Tentatively 1 <sup>st</sup> week of Jan 2021
<b>Job Title</b>	<ol style="list-style-type: none"><li>1. Relationship Manager-Sales</li><li>2. Sales Support Executive</li></ol>
<b>Eligible Degrees</b>	BTech / MBA
<b>Eligible Branches</b>	All Branches
<b>Eligibility Criteria</b>	No % Criteria
<b>Location</b>	C-67, Sector- 63, Noida, Uttar Pradesh 201301
<b>Compensation (CTC)</b>	3.50 LPA +INCENTIVES
<b>Roles &amp; Responsibilities</b>	<p><b><u>ID for the Position of Sales Associate:-</u></b></p> <ul style="list-style-type: none"><li>• Responsible for Direct Sales for residential, commercial &amp; retail real estate projects.</li><li>• Handling the leads given and keeping the proper record of the leads</li><li>• conducting sales calls and closing the leads.</li><li>• Facilitating with the proper site visit and helping the customers choose the property of their choice.</li><li>• Continuous follow up with the customers and building &amp; retaining client relationships through continuous follow up with clients for their requirements.</li></ul>

- interacting with existing and prospective clients so as to keep them upbeat with the latest developments and offerings and also making them a part of our future projects.
- Keeping records of the sales done and maintaining an MIS.
- Generating New business opportunities for the organization through innovative ideas.
- Supervision & co - ordination of Marketing and branding activities
- Revenue generation using references of existing and upcoming projects and also in conversion of prospective customers who are looking for a safe investment and returns.
- Report on sales activities to senior management
- Reaching the targets and goals set for your area
- Establishing, maintaining and expanding your customer base
- increasing business opportunities through various routes to market
- Compiling and analyzing sales figures
- Collecting customer feedback and market research
- keeping up to date with products and competitors

**Job title 2,**

**ID for the Position of Sales Support Executive :-**

- Identification of prospects and leads through cold calling.
- Understand clients' needs and provide advisory/consultation to customers in purchasing property for the best deal under the best terms.
- Fix up the appointments for the sales team. KRA would be based on conversion of prospects & number of prospects.
- Maintaining accurate records- Lead, Customer profiling, lead Conversion.
- Collect and communicate customer feedback in a timely and efficient manner.
- Maintain and update the database with information on the nature of queries and status of resolution.
- Update customers on the status of their queries and complaints in a timely manner.
- Meeting the internal targets and goals assigned within the team.
- explain to prospects the objective of call and retrieve mandatory information from them.
- Keep accurate and detailed records of calls made and results achieved.

**How to Apply?**

Interested & Eligible students please share your resumes on [schandolia@amity.edu](mailto:schandolia@amity.edu) , latest by 4<sup>th</sup> January 2021, 6 PM

**My Best Wishes are with you!**

**Prof (Dr.) Ajay Rana**

Ph.D (CSE) & M.Tech (CSE) - Two Time Gold Medalist  
SMIAENG, SMIACSIT, LMISTE, LMPF, LMCSI & MIET (UK)

**Senior Vice President – Amity Education Group**

**Dean – Industry & Academia Alliance**

**Advisor – Amity Education Group**