



AMITY TECHNICAL PLACEMENT CENTRE

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

MASTERS INDIA IT SOLUTION PVT LTD

Virtual Campus Recruitment – 2021 Passing Out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register –8th Jan 2021 (5 PM)

Company	Masters India IT Solution Pvt Ltd		
Website	www.mastersindia.co		
Batch	2021		
Date of Campus	Will Be Informed Later		
Job Title	Technical Support & Pre-Sales Intern		
Eligible Degrees	B.Tech / BCA		
Eligible Branches	ALL		
Eligibility Criteria	10 th	-	60 % & Above
	12 th	-	60 % & Above
	Graduation	-	60% or 6 CGPA
Location	Pan India		
Compensation (CTC)	Stipend : 12,000 Per Month		
	CTC : 3.00 LPA – 5.00 LPA		
Job Requirements	<ul style="list-style-type: none">• Has highly developed all round interpersonal skills.• Excellent communication, presentation, networking and negotiation skills.• Customer service oriented with a positive, well-motivated attitude.• Conscientious, hard-working and driven to improve sales and activity performance beyond targets.• Competent IT skills with a working knowledge of Microsoft Office, google programs and social networking tools		
Roles & Responsibilities	<p>1. Lead Generation/Management:</p> <ul style="list-style-type: none">• Manage, nurture and convert inbound leads into sales opportunities• Identify strong potential prospects using initiative and creativity, to generate outbound• lead opportunities;• Assess and analyse a prospects current process and requirements;		

- Provide engaging and articulate information about Masters India's value proposition to
- potential customers.
- Maintain well organized, up-to-date and accurate sales information and activity reports in

2. Technical Support

- Develop new and fresh strategies to respond to high-volume client concerns and meet budget guidelines.
- Analyze market needs, develop account strategies and convey to chief responsible personnel.
- Propose new products to clients using entire data sources to prepare and conduct optimum presentations.
- Identify account distribution and resolve void issues.
- Promote price point integrity and involve with retail level -parity at Headquarter.
- Contribute in proper product quantity enabling client to retail profitably.
- Increase accounts revenue and identify fresh business opportunities adhering to given budget structure.
- Recommend main lifestyles and SKU's through presentations before clients.
- Maintain client relations to build excellent reputation for service and produce repeat business

3. Sales Management:

- Learn to manage complex enterprise sales throughout the sales cycle;
- Efficient management of the sales pipeline using Masters India's processes;
- Confidently participate in the preparation of proposals and the presentation of professional product demonstrations, via webinars or face to face meetings;
- Represent Masters India at corporate events or sales meetings independently or with colleagues
- Meet personal targets and work towards Masters India's sales goals and profitability

4. Communication:

- Demonstrates ability to interact professionally with potential customers via phone, email,
- telephone conferencing, webinars and face to face, to discover their business needs and develop a positive business relationship;
- Work closely within a small sales & marketing team and develop cooperative working relationships with all company colleagues;
- Provide accurate and timely information as required to project managers, the delivery team and senior management;
- Proficient in the use of social media tools like LinkedIn

5. Product Knowledge:

- Develop a strong knowledge of Masters India's products and services in order to facilitate the sales process;
- Understand how the benefits of Masters India's products and services can meet customer's needs in various business verticals

How to Apply?	All Interested students should apply on the link below latest by 8 th Jan 2021 (5 PM) <u>CLICK HERE</u>
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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