



## AMITY TECHNICAL PLACEMENT CENTRE

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

### **INGRAM MICRO INDIA PVT LTD**

### **Virtual Campus Recruitment – 2020 & 2021 Passed Out Batch**

**Only for Students of Amity Education Group**

**Only for Unplaced & Eligible Students**

### **Last Date to Register –**

<b>Company</b>	Ingram Micro India Pvt Ltd
<b>Website</b>	<a href="http://www.ingrammicro.com">www.ingrammicro.com</a>
<b>Batch</b>	2020 & 2021
<b>Date of Campus</b>	<b>Will be informed Later</b>
<b>Job Title</b>	Sales n Trainee
<b>Eligible Degrees</b>	B.Tech
<b>Eligible Branches</b>	All Branches
<b>Eligibility Criteria</b>	60% through out in 10 <sup>th</sup> 12 <sup>th</sup> and B.Tech
<b>Location</b>	Kolkata and Chandigarh
<b>Compensation (CTC)</b>	<b>4.50 CTC</b>
<b>Job Requirements</b>	
<b>Roles &amp; Responsibilities</b>	<ul style="list-style-type: none"><li>• Learn various staff functions, including operations, management viewpoints and company policies and practices affecting each phase of business.</li><li>• Meet performance goals and objectives set by upper management and determined upon accepting position</li><li>• Report on progress of goals and objectives</li><li>• Monitor performance progress with management and key trainers</li><li>• Observe experienced workers to acquire knowledge of methods, procedures, and standards required for performance of departmental duties</li><li>• Train in functions and operations of related departments to facilitate subsequent transferability between departments and provide greater promotional opportunities</li><li>• Provide support as needed in the various departments, including</li></ul>

	<p>reporting, data-entry, presentation creation, strategic planning, customer service as needed</p> <ul style="list-style-type: none"> <li>• Generation of Sales Revenue and Gross Margin from assigned products in line with our quarterly / annual business goals.</li> <li>• Ensure that our market share is intact for those Businesses that are addressable by us from assigned Products</li> <li>• Should plan inventory for the Stock 'n' Sell products jointly in discussion with the partner and vendor teams and take complete ownership of the inventory.</li> <li>• Drive specific internal and vendor programs from time to time.</li> <li>• Maintain good relationship with various functional teams of the partner organization and work closely with them.</li> <li>• Resolve partner issues, if any, in a timely manner and to the utmost satisfaction of the partner.</li> <li>• Closely work with the various cross functional teams within Ingram Micro (Product, Credit, Finance, Operations, Buying, etc.) to ensure timely completion of billings.</li> <li>• Should work closely with the vendor hierarchy and develop strong interpersonal relationships.</li> <li>• Provide timely feedback to the HO team regarding competition activities, change in vendor/partner GTM, heads-up on any large deals, partner credit status with other distributors, etc.</li> <li>• Submission of Daily Call Report to your reporting Manager.</li> </ul> <p><b>Key Skills/Abilities (E stands for Essential and D stands for Desirable)</b></p> <ul style="list-style-type: none"> <li>• Results orientated, motivated by success, and achievement and ability to multi-task.</li> <li>• Strong presenter with effective negotiation skills.</li> <li>• Excellent communication skills, both oral and written.</li> <li>• Motivate toward career growth and learning</li> <li>• Strong written, verbal, and presentation skills</li> <li>• Ability to interact effectively with a wide range of staff throughout the company</li> <li>• Proficiency in Word, Excel, and PowerPoint</li> </ul>
<b>Recruitment Process</b>	<b>Will be confirmed later</b>
<b>How to Apply?</b>	<p><b>Interested students should apply latest by 13<sup>th</sup> Jan 2021,10 am.</b></p> <p><b><a href="#">CLICK HERE TO APPLY</a></b></p>

**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**