



AMITY TECHNICAL PLACEMENT CENTRE

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

LIDO LEARNING

Virtual Campus Recruitment- 2021 Passing Out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register – 18TH June 2021, 6 pm

Company	Lido Learning		
Website	https://www.lidolearning.com/		
Batch	2021		
Date of Campus	Will Be Informed Later		
Job Title	Profile 1 : Business Development Associate Profile 2 : Marketing Associate		
Eligible Degrees	B.Tech / BCA / BBA / MCA / MBA		
Eligible Branches	ALL		
Eligibility Criteria	10 th	-	60 % Criteria
	12 th	-	60 % Criteria
	Graduation	-	60 % Criteria
	Post-Graduation	-	60 % Criteria
Other Skills Required (If any)	N/A		
Location	Noida / Bangalore (Currently WRH until situation eases)		
CTC	Profile 1 : 3.6 LPA (Fixed) + 2 LPA (Variable) Profile 2 : 3 LPA (Fixed) + 1 LPA (Variable)		
Job Requirements	Profile 1 : <ul style="list-style-type: none">• Energetic, confident, ethical personality with go-getter attitude• Interest in consultative sales and business development with number driven approach Good convincing ability• Excellent communication and pitching skills• Clear understanding of sales process for selling educational courses Identify sales challenges and come up with solutions• Should be Tech savvy and possess sound knowledge and experience of working on Salesforce• Be comfortable working in a dynamic and evolving environment Ability to handle high pressure and deliver quality• Maturity to handle rejections		

	<ul style="list-style-type: none"> • Communication Persuasion • Time Management Upselling • Data Analysis Patience • Lead Conversion Building Rapport • Presentation Skills Engagement <p>Profile 2 :</p> <ul style="list-style-type: none"> • Upbeat and positive attitude throughout the entire day Excellent communication skills, both verbal and written Ability to achieve targets and handle pressure • Highly organized with the ability to prioritize and multitask Ability to build rapport and create professional relationships
Job Responsibilities	<p>Profile 1 :</p> <ul style="list-style-type: none"> • Daily connecting with prospect leads over call • Booking personal appointments to convert leads into admission with highest conversion ratio • Update accurate details for lead in system • Effectively manage sales process by qualifying leads, understanding customer needs, product selling, convincing and closing sales • Maintain strong follow-up • Work as individual contributor to achieve targets Generate continuous revenue <p>Profile 2 :</p> <ul style="list-style-type: none"> • Identify and develop strategic relationships with potential customers • Assist in the development of a strong pipeline of new customers through direct or indirect customer contact and prospecting • Maintaining strong follow-ups and regular feedback calls • To deal efficiently and politely with all telephone, email, internet inquiries. • To liaise with clients and customers to coordinate whilst building rapport and creating professional relationships. • To exercise effective listening to capture relevant information
How to Apply?	<p>All interested and Eligible students need to apply on the Link Below latest by 18th June 2021, 6 pm</p> <p>Click Here to Apply</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