



AMITY TECHNICAL PLACEMENT CENTRE

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

CREDFLOW

Virtual Campus Recruitment – 2021 Passing Out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register – 10th July 2021 till 5:00 pm

Company	<u>CREDFLOW</u>
Website	https://credflow.in/
Batch	2021passouts
Date of Campus	Immediate
Job Title	Business Development Executive & Channel Sales Executive
Eligible Degrees	UG/PG
Eligible Branches	Sales & Marketing
Eligibility Criteria	No Criteria
Location	<ol style="list-style-type: none">1. Should be available to Work from Office2. Should have relevant skills and interests3. Office timing : 10:30am to 7:30pm4. Must have done Marketing/Sales Internship
Compensation (CTC)	2.4 - 5.5 LPA + Incentives
Job Requirements	
Roles & Responsibilities	<p>Roles & Responsibilities for BDE:- ● Maintaining relationships with customers. ● Scheduling & providing a demo to the customers. ● Work with senior team members to identify & manage risks. ● Maintain fruitful relationships with clients & address their needs effectively. ● Understanding client needs & offering solutions and support; answering potential client questions and follow-up call questions; responding to clients requests for proposals. ● Making multiple outbound calls to potential clients; closing sales and working with the client through the closing process. ● Maintaining a pipeline of all sales administration using company-provided software.</p> <p>Roles & Responsibilities for Channel Sales:- ● Establish productive, professional relationships with key personnel in assigned partner accounts.</p>

	<ul style="list-style-type: none"> ● Coordinate the involvement of company personnel, including support, service, and management resources, in order to meet partner performance objectives and partners' expectations. ● Meet assigned targets for profitable sales volume and strategic objectives in assigned partner accounts. ● Proactively assess, clarify, and validate partner needs on an ongoing basis. ● Sell through partner organizations to end users in coordination with partner sales resources. ● Manage potential channel conflict with other firm sales channels by fostering excellent communication internally and externally, and through strict adherence to channel rules of engagement. ● Ensure partner compliance with partner agreements. ● Drives adoption of company programs among assigned partners.
Recruitment Process	<ol style="list-style-type: none"> 1. GD Round 2. Final Personal Interview Round
How to Apply?	<p>All interested & eligible students need to apply by clicking on the link mentioned below -</p> <p>https://forms.gle/RUanXEisBi9zcqtcA</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