

# NARSIMHA REDDY ENGINEERING COLLEGE

## TRAINING & PLACEMENT CELL

DT :14<sup>TH</sup> Sep 2018

### CIRCULAR

**Aliens Group\_** will be conducting Campus recruitment drive for B.Tech 2019 pass out students on **24<sup>th</sup> Sep 2018** at Narsimha Reddy Engineering College. Find the Job Description below for Business Associates.

#### **Key Responsibilities:**

- Listening to customer requirements and presenting appropriately to make a sale
- Maintaining and developing relationships with existing customers in person and via telephone calls and emails.
- Cold calling to arrange meetings with potential customers to prospect for new business.
- Responding to incoming emails and phone enquiries.
- Acting as a contact between a company and its existing and potential markets.
- Gathering market and customer information.
- Representing the company at trade exhibitions, events and demonstrations.
- Negotiating on price, costs, delivery and specifications with buyers and managers.
- Challenging any objections with a view to getting the customer to buy.
- Advising on forthcoming product developments and discussing special promotions
- Reviewing your own sales performance, aiming to meet or exceed targets.
- Gaining a clear understanding of customers' businesses and requirements.
- Making accurate, rapid cost calculations

**Skills Required:** Presentation Skills, Client Relationships, Emphasizing Excellence, Energy Level, Negotiation, Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Independence, Motivation for Sales.

**Qualifications:** B TECH / MBA/ OR EQUIVALENT.

**Annual CTC:** Rs. 1,70,400/- Plus Incentives and Performance Bonus + Transportation + Subsidized Food

#### **INTERVIEW ROUNDS:**

1. Group Discussion
2. HR Round

**P. Hanumantha Rao**  
**Director-IR, NRCM.**

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