

**PLACEMENT DRIVE NOTIFICATION**

<b>Company</b>	<b>Technovert</b>
<b>About the Company</b>	<p>Technovert is a neo solutions company focused on building a product-based solutions and services business in the US Market. One of our products was recently awarded Best Startup Enterprise Product in Hyderabad and we got great many things to accomplish.</p> <p>We are Obsessed with our love for technology and the infinite possibilities it can create for making this world a better place. Our clients find us at our best when we are challenged with their toughest of the problems and we love chasing the problems. It thrills us and motivates us to deliver more. Our global delivery model has earned the trust and reputation of being a partner of choice.</p> <p>We have a strong heritage built on great people who put customers first and deliver exceptional results with no surprises - every time. We have an awesome team of employees working with us and we are looking for more!</p> <p>Website - <a href="https://technovert.com">https://technovert.com</a></p>
<b>Job Title</b>	<ol style="list-style-type: none"> <li>1) Recruitment Coordinator</li> <li>2) Business Analyst</li> <li>3) Inside Sales Executive</li> <li>4) Full Stack Developer</li> </ol>
<b>Job Description</b>	<p><b>1) Recruitment Coordinator</b></p> <p><i>Core Functions:</i></p> <ul style="list-style-type: none"> <li>• <u>Passion for hiring.</u> You are passionate about hiring and love every aspect of hiring – sourcing talent, speaking to candidates, engaging them with your conversation, selling the story, negotiation. Your passion motivates to go extra mile to find that right fit candidate for the organization.</li> <li>• <u>Your Talent Radar is Always On.</u> As a Talent Magnet you should have your talent radar turned on all the time in search of talent from all walks of life. You use every occasion to make new introductions and know people around you and what they do - Carpooling, Talking to co-passengers in a train/flight, conferences etc. You maintain a rolodex of interesting talent so you can join them in organizations that you deem right fit.</li> <li>• <u>A Sourcing Pro.</u> A hiring pro knows that most of the good talent are happy doing their jobs and not active on job portals. As a sourcing pro you therefore have eagle sharp instincts to hunt such good talent.</li> <li>• <u>Curious and Learning.</u> As a talent scout hiring for all disciplines, you need to be able to strike a good conversation with candidates. And that requires curiosity and constant learning in everything around you. You should therefore be a curious and constant learner being able to converse everything about sales, coding or making rockets!</li> </ul> <p><b>2) Business Analyst</b></p> <p>We are hiring for business analyst role at Technovert. But there is more to a job than just title and CTC. There are such things as passion, hard work, teamwork and attitude that matter even more. Rest of this content will give you an idea of what we expect from you and what you are getting into!</p> <ul style="list-style-type: none"> <li>• <u>Push Your Limits</u> - Within weeks of joining us, you will be amazed to realize the potential you possess. And there's no magic. We simply push you beyond your limits with challenges and positive reinforcement. No matter how smart you are, we have enough challenges to crank up your brain.</li> <li>• <u>Problem Solver</u> - Every project you work on is, at its core, developing a solution to a problem. Business analysts work to build a shared understanding of problems, outline the parameters of the project, and determine potential solutions. We will probe your problem-solving skills and will expect you to think different, innovate and surprise us.</li> <li>• <u>Effective Communicator</u> - We expect you to have strong interpersonal and communication skills. Also having a good command over English language. We will guide you to acquire additional skills including facilitating meetings, giving</li> </ul>

	<p>presentations, resolving conflict, and the ability to both negotiate and influence others.</p> <ul style="list-style-type: none"> <li>• <u>Critical Thinker</u> - Business analysts must assess multiple choices before leading the team toward a solution. Effectively doing so requires a critical review of data, documentation, user input surveys, and workflow. This includes the ability to spot patterns that suggest trends.</li> <li>• <u>Be the Catalyst</u> - It's time to step up your game. Work out what you can, don't overdo it, but also make it reasonable. If you just keep thinking, nothing will happen. Once you got your complete idea, show it to people. They might think that "Yeah, it might be better if we had that." Show them a glimpse of the future and people will rally around you. Be a catalyst for change.</li> <li>• <u>Solutions, Not Excuses</u> - Be responsible. When you have responsibility for something, you should be prepared to be held accountable for it. If you make mistakes and cannot fulfill responsibilities, you must make up for it and find a solution. Don't make up excuses.</li> <li>• <u>I Don't Know</u> - There's no quicker way to waste your time as an analyst than to refuse to acknowledge what you don't know. What makes you valuable isn't what you know, but rather your humility and ability to quickly learn from others and adapt to evolving trends and customer needs. Good analysts know what's relevant today is outdated tomorrow.</li> <li>• <u>Have Fun</u> - Don't let the above serious words mislead you. We are fun-loving people in an open and playful environment. We encourage questioning, independent thinking and make sure the fun factor stays on all the time.</li> </ul> <p><b>3) Inside Sales Executive</b> Candidate Mandate:</p> <ul style="list-style-type: none"> <li>• Should have fair understanding of inside sales (calls\research\email)</li> <li>• Know and understand the US market</li> <li>• Effective Prospecting (via cold calling, inbound calls, emailing and networking)</li> <li>• Profiling - Tech Influencer, Recommendation/Middleman and Decision maker</li> <li>• Tailor pitch according to account/contact profile and effectively engage a prospect (at various stages of sales cycle cold call/follow-up/presentation)</li> <li>• Ability to qualify by BNTD (Budget Need Timelines Decision Makers)</li> <li>• Ability to present Technovert value prop over telecon and web sessions to CXO, VP/Dir., LOB Managers as per the account profiling</li> <li>• Engage Sales team / Support Team as and when needed</li> <li>• Work closely with Sales Manager and support in engaging with Key Accounts by qualifying prospects and drive new opportunities</li> <li>• Strives to meet or exceed prospecting goals on daily, weekly, monthly and quarterly basis</li> <li>• Meet and exceed Quarterly revenue targets</li> <li>• Weekly/Monthly/Quarterly reports and review</li> <li>• Experience using LinkedIn, ZoomInfo and other lead generation tools.</li> <li>• Strong oral and written communication skills to deliver information in an easily understood manner</li> </ul> <p><b>4) Full Stack Developer</b> Apply Full Stack Developer only –</p> <ul style="list-style-type: none"> <li>• If you are a Tech-Savvy, Passionate about Software Development</li> <li>• If you want to build world-class products for millions of users using cutting edge technologies.</li> <li>• If you have strong Logical, Analytical &amp; Problem-solving skills.</li> <li>• If you are someone who can code with extreme attention to details, given the complex business problems / challenges.</li> <li>• If you can write very efficient, extensible &amp; clean code.</li> <li>• If you have decent communication skills.</li> </ul>
<b>Job Location</b>	Hyderabad (Candidates can work remotely till the times are back to normal)
<b>Eligible Degrees</b>	<ol style="list-style-type: none"> <li>1) Recruitment Coordinator - <b>MBA</b></li> <li>2) Business Analyst - <b>MBA, BBA</b></li> <li>3) Inside Sales Executive - <b>MBA, BBA</b></li> <li>4) Full Stack Developer - <b>MCA</b></li> </ol>
<b>Desired Skills</b>	<ul style="list-style-type: none"> <li>• Good Aptitude</li> <li>• Positive Attitude</li> <li>• Impeccable written and verbal communication skills</li> <li>• Persistent</li> </ul>
<b>Compensation (CTC)</b>	<ol style="list-style-type: none"> <li>1) Recruitment Coordinator : 3.5 - 4.0 LPA</li> <li>2) Business Analyst : 5.5 - 6.0 LPA</li> <li>3) Inside Sales Executive : 4.5 - 6.0 LPA</li> <li>4) Full Stack Developer: 5.5 - 6.0 LPA</li> </ol>

<b>Stipend</b> (During Internship)	Rs 15,000 per month (for all the roles - during the Internship/Probation Period)
<b>Internship / Probation Period</b>	Jan 2022 to July 2022
<b>Selection Process</b>	1. Online Assessment 2. GD round 3. Technical Interview 4. HR Interview
<b>Date of Interview</b>	Will inform later.
<b>Venue</b>	Virtual/Online

**NOTE:** The selected students need to sign a **Service Agreement for 1 Year** after they join the company as Full-Time Employees (After the completion of Internship /Probation Period).