

PLACEMENT DRIVE NOTIFICATION

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| Company | EAI Systems |
| About the Company | <p>We are a trusted partner in digital transformation journeys to achieve real business outcomes by assisting our clients across the whole spectrum of transformation.</p> <p>We help our clients in training and enablement to promote sustainable co-creation.</p> <p>After a humble start-up in the UK, our global presence is now spread across US, India, Germany, Netherlands and Saudi Arabia.</p> <p>We firmly believe in core values of Inclusion, Local, and Sustainable growth.</p> |
| Job Title | 1. Sales & Marketing - MBA 2. HR & Operations Generalist - MBA (HR) |
| Job Description | <p>1. Sales & Marketing-</p> <p>The position will cover a broad range of activities across the full sales and marketing mix, mainly, but not limited to the following:</p> <p>Pre Sales</p> <ul style="list-style-type: none"> • Follow up, engage, score and qualify leads via research, phone and email reach outs in collaboration with the senior members of the sales team. • Conduct in-depth research on the unqualified/low score leads and develop strategies to educate and nurture them with customized and targeted campaign programs, emails and collateral. • Secure meetings with relevant stakeholders, where appropriate and to predefined criteria, for the senior members of the sales team. • Manage and maintain the sales Customer Relationship Management (CRM) system. • Use online networking and search engine tools to help build targeted lists and identify new opportunity areas • Develop strategies to develop relationships • Provide feedback on customer requirements to the senior sales and product teams. <p>Digital Marketing</p> <p>Get involved in creating and running marketing campaigns including LinkedIn, email marketing, creating landing pages and writing blogs on Company website. Create a repository of customer success stories.</p> <p>2. HR & Operations Generalist-</p> <ul style="list-style-type: none"> • Manage the core HR administrative functions for EAI Systems. He/ She will provide day to day support to the HR Operations team and will be responsible for enhancement or innovation of the employee experience and build brand "EAI". • Responsible for HR touch points during the entire employee lifecycle, including but not limited to on - boarding, confirmations, performance management, grievances/ disciplinary actions, exit, rehire. • Formulate and drive HR Policies and Procedures as per legal requirements and best industry practices • Responsible for HR Process improvements in people operations • Drive employee engagement activities • Employee travel - Liaison for processing visa's |

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| Job Location | PAN India |
| Eligible Degrees | 1. Sales & Marketing - MBA 2. HR & Operations Generalist - MBA (HR) |
| Eligibility Criteria | NA |
| Desired Skills | 1. Sales & Marketing - MBA <ul style="list-style-type: none"> • Excellent presentation and communication skills • Excellent attention to detail and a strong sense of ownership is also key • Flair for writing 2. HR & Operations Generalist - MBA (HR) <ul style="list-style-type: none"> • Knowledge of labour laws and policy formation • Data understanding - reporting & analysis • Process-oriented (can find ways to improve/streamline processes) • Strong communication skills, written and oral • People person – demonstrated capability to connect with people • Experience in any HR software – (greythr is preferable) |
| Compensation (CTC) | Salary: 6,00,000 LPA – Fixed Leaves : 21 annual leaves prorated to DOJ Insurance Policy: Group Medical Insurance 3,00,000 LPA Coverage + 5,00,000 LPA Accidental Insurance |
| Selection Process | Will be informed later |
| Date of Interview | Will be informed later |
| Venue | Online |

NOTE: Selected students will have to sign a 2 years bond with the company.