

SRMUS/PAT/2021-22/094
Date: 27-1-2022
PLACEMENT DRIVE NOTIFICATION

Company	Newfold Digital
About the Company	Newfold Digital, a leading web technology company serving nearly seven million customers globally. Established in 2021 through the combination of leading web services providers Endurance Web Presence and Web.com Group, our portfolio of brands includes: Bluehost, BigRock, ResellerClub, CrazyDomains, HostGator, Network Solutions, Register.com, Web.com and many others. We help customers of all sizes build a digital presence that delivers results. With our extensive product offerings and personalized support, we take pride in collaborating with our customers to serve their online presence needs.
Job Title	Associate-Sales / Business Development
Job Description	<ul style="list-style-type: none"> • Use a consultative sales approach putting the customer first, discovering their needs and providing the right solutions. • Engage with prospective leads and / or existing clients through phone calls, emails, chats and work towards increasing subscriber base and/or also increase Average Revenue per user. • Develop a robust sales pipeline and achieve revenue targets. • Study client's existing technology / systems and consult them on the most appropriate process, to ensure seamless integration of our solution. • Conduct interactive demos through web conferences where required. • Coordinate and engage with necessary resources from the Product, Operations and Marketing teams. • Negotiate commercials and close the deal. • Work alongside brand marketing teams to drive customer acquisition & growth campaigns. • Strategically target existing customers, build relationships as their web advisor and help them achieve their business goals provisioning the right set of products & services. • Competitor Analysis and keeping an eye on the industry to ensure we remain one notch above the rest. • Be the voice of customers and put forth suggestions for new features and improvements on our existing ones through client interactions. • Liaison with the support team, product management team and development team towards getting the client's feedback heard and issues resolved.
Job Location	Mumbai (Goregaon -Nesco IT Park) office
Eligible Degrees	BBA / BCom / MBA-Marketing
Eligibility Criteria	60% All through
Desired Skills	<ul style="list-style-type: none"> • A graduate • Excellent oral & written communication skills. • Strong analytical skills. • Student should love the internet and want to build a career in the tech industry • Aggressive, tenacious, go-getter who can think on your feet • This role will require you to work in shifts
Compensation (CTC)	3.24 LPA + Incentives + Benefits Per Annum
Selection Process	Online Test / GD / Interviews
Date of Interview	Will inform later.
Venue	Virtual/Online