

PLACEMENT DRIVE NOTIFICATION

Company	CloudInsta24 Services Pvt. Ltd.
About the Company	<p>We are the leading company in providing global ICT services since 2010. With services ranging from Network & Solutions, Cloud Services, Security, Colocation, professional support, and IT Infrastructure management, we bring together leading ICT companies to deliver high value. Our expertise lies in Network and application performance, IT services and governance certifications, Cloud, Security, CRM, Collaborative enterprise, Business oriented and GDPR. We offer a one-roof solution to all your ICT problems along with our dedicated 24 x 7 support. It is our goal to provide our clients with optimal performance with their IT infrastructures and core applications.</p> <p>Website: http://cloudi-infra.com/</p>
Job Title	<ol style="list-style-type: none"> 1. Business Development Executive 2. Lead Generation Executive
Job Description	<ol style="list-style-type: none"> 1. <u>Business Development Executive</u> <ul style="list-style-type: none"> • New Membership and sponsorship acquisition: Market Research, generate leads, prospecting, through cold calls, setting up and attending sales calls and meetings, follow-up updates, direct sales of products and services, building and retaining relationship with existing members and sponsors. • General Assistance and organizational support to the BD Department. • Passionate about closing deals under pressure and in a high pace environment (customer facing role, B2B environment). • Able to process large amount of information quickly and take decisions to solve problems. • Capable to work effectively in a team and independently when required. • Eager to learn about Telecommunication Industry. 2. <u>Lead Generation Executive</u> <p><i>Provide office support for sales team:</i></p> <ul style="list-style-type: none"> • Lead Generation Executive provides administrative assistance and support to sales teams. They typically do not sell products or services but help a remote and in-house sales force by setting appointments. <p><i>Calling:</i></p> <ul style="list-style-type: none"> • It is the duty of Lead Generation Executive to control and maintain the inbound and outbound sales transactions, which makes a company profitable. <p><i>Generating Leads:</i></p> <ul style="list-style-type: none"> • Other tasks of the inside sales team include educating clients and up selling services, maintaining, and generating leads, and handling cancellation or changes in order of product or services rendered by the company and informing the personnel or departments involved. <p><i>Monthly/ weekly reports:</i></p> <ul style="list-style-type: none"> • He/she should be able to identify when to start the sales pitch. Inside sales representatives also consolidate reports on sales personnel monthly by region, by industry, by office, by product; attend meetings concerning sales target, forecast and market solutions and participating in trainings and seminars, meetings, skill building and professional development classes; build a network providing convincing product demos for users, resellers, or franchisers.
Job Location	Pune
Eligible Degrees	MBA / BBA
Eligibility Criteria	Candidates must be willing to relocate Pune
Desired Skills	Communication- Fluent in English and Hindi
Compensation (CTC)	Rs. 3.60 LPA
Selection Process	<ol style="list-style-type: none"> 1. Introduction/Communication round 2. Presentation round (Topic will be given to make the presentation).
Date & Time of Interview	Will inform later
Venue	Virtual/Online