

PLACEMENT DRIVE NOTIFICATION

Company	GIMCO
Company Type	Machinery Manufacturing
About the Company	<p>GIMCO GLOBAL SERVICES PVT LTD. (One of the group companies of Smile Stonetech Services Pvt. Ltd.), an organization from India deemed to render the services for the STONE Industry is a dream turned visionary through the commitment & dedication of young engineering team, started a decade ago. We enable ourselves to be an integral part with our clients coupled with the knowledge we gained from our Principal Associates to outperform the competition and stay ahead in the Market with prime motto being quality conscious & productivity.</p> <p>We believe in revolutionizing the stone industry like never before. Our overseas Principal Associates, mainly who stand as Global Leaders in the area of Stone Processing Machinery (Granite, Marble & Engineered Quartz Surfaces) based in Italy, Brazil & China chosen GIMCO to be their representing organization in India after evaluating our Strong Technical Skill Set existing with us which they identified and nurtured further for the fulfilment of Industry needs with E2E cost effective solutions. Today where GIMCO is standing could never have been achieved without the TRUST from our clients in giving this organization an opportunity to serve in the past and for the years to come. We aim to re-evolve ourselves every hour to fulfil the commitments we made to our customers and shall remain focused on our pathway to success. Working with stone processing machines such as multiwires, resin lines, polishing lines and a Water Treatment Plants as well as fabrication and EQS moulding lines, we have established ourselves as the leading consultants in the market all over India.</p>
Job Title	Management Trainee
Job Description	<p>The successful candidate will be responsible for maximizing the value of the company by generating sales and market various solutions that we have to offer to the stone industry. She / He will:</p> <ul style="list-style-type: none"> • Support the senior management in conceptualizing, preparing and executing a sales plan. • Research and identify potential business opportunities - including areas, trends, customers, partnerships, products, and services. • Provide strategic and data driven recommendations towards the development, trade and growth. • Develop, grow, and maintain the company's brand identity across multiple channels • Spearhead the marketing and promotional activities to cover outreach from multiple perspectives such as initiating roadshows, participating in industry events, and preparation of physical & digital marketing collaterals. • Generate new partnerships, leasing leads and negotiate qualified deals from inception to final execution • Participate in building a research & analytics platform to drive decision-making. This includes assessing target demographic segment.

	<ul style="list-style-type: none"> • Prepare a sales & marketing plan for regions and coordinate with various teams for status and plan of action. • Prepare and present periodic sales & marketing report • Provide inputs on process improvement initiatives
Job Location	Hyderabad
Eligible Degrees	MBA Marketing
Eligibility Criteria	60% and above throughout academics
Desired Skills	<ul style="list-style-type: none"> • Experience in revenue generation for a brand / product / portfolio including managing internal sales/marketing teams, and overseas associate partners. • Experience in business development aspects • Demonstrated experience in building a team and leading by example • Experience working with junior and senior-level stakeholders, and collaborating across cross functional departments. • Previous sales and marketing experience in non IT service is a plus but not essential
Compensation (CTC)	INR 6 LPA
Selection Process	<ol style="list-style-type: none"> 1. Shortlist CVs 2. Two rounds of interview: <ol style="list-style-type: none"> a. First round will be an Online Zoom interview with the HR team b. Second round will be an offline interview with the top management (may be conducted online based on unforeseen circumstances)
Date of Interview	Will be informed later
Venue	Online