



CRIM, UTD, BARKATULLAH UNIVERSITY

Road, Bhopal. 462026 (M.P)

33/CRIM/BU
19/2/2024

CAMPUS PLACEMENT NOTICE

This is to inform all the MBA students that 'INFO EDGE'. is going to conduct a campus Placement drive in our institute/ University at **22/02/2024(Thursday)**. Kindly report all students on **11:00 am** onward in campus and carry your resume.

Job profile – Senior executive corporate sales.

Location: - Pan India **Salary:** 5.5 CTC,

Venue: CRIM UTD Barkatullah University Bhopal.

Date and time: 22/02/2024 (Thursday) ,11:,00AM onwards

Eligibility: MBA./PGDM

Job Responsibilities:

- Selling online enterprise recruitment solution to corporate clients by assessing their business requirements.
- Achieving sales targets through acquisition of new clients and growing business from existing clients.
- Developing a data base of qualified leads through referrals, telephone canvassing, social media, and the channels.
- Area Mapping, prospecting, negotiation, freezing on commercials, and closing deals with the necessary documentation.
- Prospect relentlessly to build a pipeline and strong personal relationships with prospects
- Be proactive about solving problems even if it's outside your area and be ready to take on additional initiatives and responsibilities as they emerge

Dr. V. S. Bais.
Training & Placement Coordinator

CRIM, B.U. Bhopal

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Copy to: PA to VC B.U. Bhopal for kind information.

: PA to Registrar for kind information.

: IT Cell B.U. Bhopal for uploading on website