

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ LINZ TECHNOLOGIES

NOTICE NO.: AJU/T&P/UG/0022/20-21

DATE: 12-04-2021

NAME OF COMPANY: LINZ TECHNOLOGIES

ABOUT COMPANY:

Linz Technologies is a Zoho Partner based out of Chennai and offers the best Consulting, Implementation, Support and Training services for Zoho products globally. Linz technologies has highly experienced consultants who understands business process across industries and proposes the Industry standard best practiced solution for your business. **Linz Technologies offer complete Business Automation for small and medium enterprises (SME's).**

Linz as Zoho partner has delivered 500+ Zoho Implementation Projects, Consulting, Support Plans across the globe. Their solution experts help customers by analyzing their business process and provide them with the best Industry practices in business automation.

Being an authorized Zoho Partner, they offer services that are easy to use and ensure that they add value to customers' business. **When it comes to Zoho, they understand all of the products effectively, and lets their customers implement it into the various functions of their business process.** The Zoho solutions offer web and mobile based applications that let businesses have constant access to their data.

WEBSITE: <https://www.linztechnologies.com/>

Registration deadline for Nomination is till 11:00 am, 13th April 2021.

JOB ROLE: Sales Executive/Officer

INDUSTRY TYPE IT: Software, Software Services

FUNCTIONAL AREA: Sales, Retail, Business Development

EMPLOYMENT TYPE: Full Time, Permanent

ROLE CATEGORY: Corporate Sales

SALARY OFFERED: Monthly INR 15000/- plus Incentives

LOCATION: Chennai/Bangalore

WORK TIME: 09:00 am – 06:00 pm

COURSE & SPECIALIZATION: BBA/BCOM/BCA/BSC IT/BA ENGLISH/BA ECONOMICS

PASSING YEAR: 2021

GENDER ELIGIBLE: Male & Female

SELECTION PROCESS:

1. Telephonic Round Interview
2. Video Round Interview
3. Face to Face Personal Interview at Company Premises **(All Travel or Accommodation related expenses for the final round interview is to be borne by the student(s) who get shortlisted for the final round personal interview. The company will not reimburse travel or stay expenses for the final round face to face interview)**

JOB ROLE AND RESPONSIBILITIES:

- Responsible for sales of ZOHO Software Applications (CRM, Helpdesk, Campaigns, HRMS, Payroll, ERP)
- Conduct Online/Face 2 Face Meetings/Demo with potential customer
- Create Proposals for customers
- This role requires presentation skills. The Sales Executive needs to demonstrate the ZOHO
- Product to the customer as per their business challenges
- Responsible for generating sales with existing customers and developing New Leads, Clients & Customers
- Must have knowledge of English and computers.

DESIRED CANDIDATE PROFILE:

- Excellent communication skills
- 0-2 years of experience in sales is preferred
- Able to work independently & with little supervision, & sometimes even required to work remotely
- Previous experience with a travel company is an advantage; not mandatory
- Tenacious and pro-active approach to sales with an ability to close the sales
- Ability to pitch the products of the organization clearly and in an attractive way to the clients
- Ability to take business development initiatives
- Willingness to learn and commitment to personal development
- Basic Computer Skills (Word, Excel)
- Good knowledge in world geography
- Demonstrable ability to handle crises
- Ability to conduct precise Google searches and familiarity with how Google searches work
- Curious nature and interest in exploring various destinations globally and building experience in planning itineraries in new destinations.
- Good Communication Skills (Oral and written)
- Task and time management skills
- Ability to work under pressure
- Knowledge of Product
- Personal Laptop is also a must (BYOD)

KEY SKILLS:

- ERP Sales
- Sales
- Lead Generation
- Field Sales
- Direct Sales
- Inside Sales

- CRM Sales
- B2B Sales
- Business Development
- Corporate Sales
- Sales Executive Activities

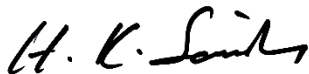
PROCESS OF REGISTRATION:

01. Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://forms.gle/qQao8MTQ3LQTBnWt8>

- 02.** Students registered with the T&P Department for placements, are only eligible.
03. Already placed & debarred students are not eligible.
04. Updated list of debarred students is available with the respective HODs.
05. Please note that it is mandatory to submit the above form to nominate successfully.
06. The form can be submitted only once, thus please be cautious while filling up the form.
07. The Resume File name must be student's own name.
08. Registration deadline for Nomination is till 11:00 am, 13th April 2021.
09. One student can Register only once, thus be cautious while registering.
10. Please Note: The Registration process will automatically turn off after the provided deadline.
11. You are advised to read & understand the disclaimer below before applying for this opportunity.
12. For queries you may WhatsApp @ 9572832227 (Shashi - TPO, AJU)

Sd/-



HEAD – TRAINING & PLACEMENTS

Disclaimer: The above Notice is based on the information as shared by the employer. The University will not be responsible for any deviation.