



ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ MACHINTEL SYSTEMS PVT. LTD.

NOTICE NO.: AJU/T&P/PG/0066/21-22

DATE: 23/03/2022

NAME OF COMPANY: MACHINTEL SYSTEMS PVT. LTD.

PAYROLL COMPANY: MACHINTEL SYSTEMS PVT. LTD.

Registration Deadline is 11:59 pm, 24th March 2022

ABOUT COMPANY:

Machintel is part of the multi-national Lotus Group. Founded in 1999, Machintel strives to be amongst the world's most innovative online marketing and digital media companies.

Their mission is to build our company into a leading provider of digital marketing solutions for our clients. Guiding Principles they believe that companies should be profitable, conduct themselves with the highest ethics, and succeed through a determined focus on customer success and measurable results.

Their sister concern companies:

- A. Media7: www.media7.com
- B. Nathan Ark Software: www.nathanark.com
- C. Deck7: www.deck7.com

WEBSITE: www.machintel.com

DESIGNATION:

- Sales Development Representative (SDR)
- Client Success Associate (CSA)

JOB LOCATION: Pune

ELIGIBLE COURSE: MBA

ELIGIBLE PASSING YEAR: 2022

GENDER ELIGIBLE: Male & Female

SALARY PACKAGE OFFERED:

CTC Rs.4.50 Lakhs per annum

SALES DEVELOPMENT REPRESENTATIVE (SDR)

JOB SKILLS:

- ❖ Ability to generate appointments in the B2B industry through cold calling. Strong integrity, empathy, and professionalism.
- ❖ Plans and carries out responsibilities with minimal supervision and maximum accountability. Self-motivated with the ability to work both independently and in conjunction with other SDRs. Proven track record of success at previous companies.
- ❖ Possess critical thinking skills that allow you to visualize new potentials by identifying, defining and analyzing sales opportunities. Activity Tracking & Reporting.
- ❖ Outstanding verbal communication, listening and writing skills. Professional, energetic, positive attitude.
- ❖ Salesforce, Hubspot, LinkedIn / LISN, Prospectin - Mass. LI connections, Salesintel.

JOB RESPONSIBILITIES:

- Generate qualified appointments as per the given target.
- Schedule appointments via emails, cold calling, in the US & EU region on warm lists & Strategic Accounts.
- Introduce company and schedule meeting between Sales Manager and prospect.
- Send introductory email after initial connect followed by a meeting invite *(call qualification criteria)
- Actively invest time in growing LI network and LinkedIn conversation. Identifying prospects through LinkedIn and market research.
- Complete accurate tracking of communication with current and potential customers in Sales- Force.com
- Above all, bring a positive attitude every day and understand YOU make the culture and YOU drive our success as a company.
- Excellent verbal and written skills.

CLIENT SUCCESS ASSOCIATE

JOB SKILLS:

- ❖ Strong verbal and written communication, strategic planning, and project management skills. Driven, self-motivated, enthusiastic and with a “can do” attitude.
- ❖ Analytical and process-oriented mindset.
- ❖ Comfortable working across multiple departments in a deadline-driven environment Active team player, self-starter, and multitasker who can quickly adjust priorities Experience working with cross-functional teams (e.g. Sales, Operations, Finance, Quality).

JOB RESPONSIBILITIES:

- Own overall relationship with assigned clients, which includes managing on-boarding, implementation, training, increasing adoption, ensuring retention, and high levels of customer satisfaction.
- Establish a trusted and strategic advisor relationship to help drive continued value of our products and services.

- Maintain and develop customer success strategies and best practices.
- Communicate effectively with both internal and external senior-level management to understand customer needs, maximize retention and growth, and communicate learnings.
- Serve as day-to-day contact for assigned accounts, building trust and rapport while identifying areas of opportunity, highlighting best practices, and documenting them.
- Review the customer journey, identifying how it's supported, taking a consultative approach in helping clients overcome issues and achieve goals.
- Maintain existing customer success metrics and data as directed. Develop business proposals and make product presentations for clients.
- Prepare necessary documentation or visuals for client to demonstrate performance of campaigns; analyze trends in C-Sat/NPS scores to identify areas of improvement.

REQUIREMENTS:

- Excellent Communication Skills.
- Ready to relocate to Pune.
- Ready to work in US shift (shift timing: 6:30 pm to 3:30 pm)
- Ready to work from Office.

TENTATIVE JOINING DATE/PERIOD: Immediate

SELECTION PROCESS: Virtual

1. Screening Test
2. GD Round
3. Technical/Non-Technical Interview
4. HR Interview

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/p39nScpXG92FdPdH6>

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 Faculty Coordinators.

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 11:59 pm, 24th March 2022.

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. Coordinating Training & Placement Manager: Mr. Rahul Rej (WhatsApp @ 9831664615).

Sd/-



HEAD – TRAINING & PLACEMENTS

Disclaimer: The above Notice is based on the information as shared by the employer. The employer reserves the right to change or modify the afore-mentioned job details without any prior information. The Training & Placement Department and the University will not be responsible for any deviation. Nominating or applying for the vacancy/job profile indicates your agreement to all the Terms & Conditions/Training & Placement Department Placement Policy, in these terms, as modified from time to time. Therefore students are strictly advised to read clearly& understand the Placement Policy (Procedural & Behavioural both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.