

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @ THE QUICK SECURE INDIA PVT LTD

NOTICE NO.: AJU/T&P/UG/0085/21-22

DATE: 22/04/2022

NAME OF COMPANY: THE QUICK SECURE INDIA PVT LTD

Registration Deadline is 11:59 PM, 23rd April 2022.

COMPANY PROFILE:

The Quick Secure India PVT LTD was established in April 2022 and is an IT Solution and customer centric offering services in terms of value for money to end users, AMC and distribution, etc. We handle various industrial, distribution, office, retail, recreational, and commercial projects in PAN India and mid regional markets.

The Quick Secure India PVT LTD is a leader in providing value-added services to our customers by creating a successful partnership with them throughout the distribution process. Our pledge is to establish lasting relationships with our customers by exceeding their expectations and gaining their trust through exceptional performance by every member of the Quick Secure team.

NAME OF THE POSITION VACANT: 1. Sales Manager (2) Sales Executive

1. SALES MANAGER:

The Sales Manager will oversee and lead the activities of the Sales Department.

Supervisory Responsibilities:

- Hires and trains area, territory and local Team Leader and staff.
- Organizes and oversees the schedules, territories, and performance of area, territory and local team Leader and staff.
- Conducts performance evaluations that are timely and constructive.
- Handles discipline and termination of employees in accordance with company policy.

Duties/Responsibilities:

- Provides leadership to the sales team.
- Motivates and encourages the sales team to ensure quotas are met.
- Reviews and analyses sales and operational records and reports; uses data to project sales, determine profitability and targets, and identify potential new markets.
- Identifies and analyses customer preferences to properly direct sales efforts.
- Assigns territories and sets quotas for sales teams.
- Consults with potential customers to understand their needs; identifies and suggests equipment,

products, or services that will meet those needs.

- Resolves customer complaints, staffing problems, and other issues that may interfere with efficient sales operations.
- Collaborates with executive leadership to develop sales quotas and strategies.
- Prepares sales budget; monitors and approves expenses.
- Acts as company representative at trade association meetings.
- Performs other duties as assigned.

Required Skills/Abilities:

- Excellent verbal and written communication skills.
- Excellent sales and customer service skills with proven negotiation skills.
- Strong supervisory and leadership skills.
- Excellent organizational skills and attention to detail.
- Proficient with Microsoft Office Suite or related software.

2. SALES EXECUTIVE

About the role

•The candidate will be responsible to help and grow the company customer base across the region. The candidate will report to the Team Leader and take responsibility for locating prospective clients and bringing them into the Quick Support Family.

Responsibilities

- Generating new sales opportunities by approaching walk-ins, cold calling and networking
- Contacting prospective customers who have sent enquiries, and converting them to customers
- Conducting proper understanding and over view of the services for prospective customers and suggesting suitable plan options
- Preparing new plan documentation, explaining terms to customers and arranging payment methods
- Establishing relationships with local businesses & distributor counters with the aim of promoting our corporate and general customer plans accordingly.
- Delivering consistent levels of new customer sign ups.
- Organizing open day events where customers of the public can understand our facilities
- Preparing regular reports for the Team leader summarizing progress against KPIs.
- Representing Quick Support at a range of communities and its planned events.
- Working closely with the marketing teams to leverage existing opportunities

LOCATION & COMMITMENTS

- Permanent, full time position based in Strive office
- Working hours based around client meetings
- Travel required across five sites counters assigned and to other sites as per the requirement.

CANDIDATE REQUIREMENTS

- Friendly and outgoing personality
- Self-starter who can work with little supervision
- Goal-oriented with the ability to track and achieve KPIs

- Interest in the IT and computer industry
- Driver's license and access to own transport beneficial

REMUNERATIONS

- Remunerations for sales Executives would be Rs.10000 per month
- Remunerations for sales Managers would be between Rs.15000 to Rs. 18000 per month
Conveyance Rs. 3/KM and Incentives will be given to all executives and Managers.

ELIGIBILITY: BBA/[B.COM/BA](#) (ENG)

PASSING YEAR: 2022

JOB LOCATION: Ranchi, Bokaro, Dhanbad, Deoghar, Giridih and Jamtara.

Candidates should have their own conveyance and a driving licence.

ANY BOND/SECURITY AMOUNT: NO

SELECTION PROCESS:

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/ushSDVeQPICLiyTo7>

02. Students registered with the T&P Department for placements are only eligible.

03. Please note that it is mandatory to submit the above form to nominate successfully.

04. The form can be submitted only once, thus please be cautious while filling up the form.

05. The Resume File name must be the student's own name.

06. Registration Deadline is 11:59 PM, 23rd April 2022.

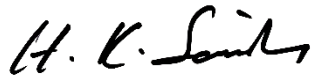
07. One student can Register only once, thus be cautious while registering.

08. Please Note: The Registration process will automatically turn off after the provided deadline.

09. You are advised to read & understand the disclaimer below before applying for this opportunity.

10. For queries you may WhatsApp @ 7279900530 (Ms. Zeba - Sr. Executive Training and Placement Department)

Sd/-



HEAD – TRAINING & PLACEMENTS

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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 & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.