

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @ USOM IT SOLUTIONS

NOTICE NO.: AJU/T&P/PG/0029/22-23

DATE: 02/01/2023

NAME OF COMPANY: USOM IT SOLUTIONS, RANCHI

NAME OF PAYROLL COMPANY: USOM IT SOLUTIONS, RANCHI

Registrations will close on 04th January 2023 at 8:00 am

COMPANY PROFILE:

USOM is a MCA registered website company in Ranchi, the capital city of Jharkhand. Jharkhand is significantly digitizing itself and so are the thriving institutions, corporate houses, private firms and individuals. Countless IT companies of Jharkhand are flourishing on the growing needs of the market in terms of website designing, software development, digital marketing, mobile app development etc. The purpose of USOM is to provide variegated services at a worthwhile cost. Web designing, web development, offline & online softwares, SEO, SMO, SMM and much more are appended in their services that take care of business and marketing needs. A host of IT services with information that defines the clients and what they have to offer is what USOM presents to the prospective and existing market.

WEBSITE LINK: <https://usom.in/>

JOB DESIGNATION: Sales Executive

GENDER ELIGIBILITY: Male & Female

ELIGIBILITY: MBA

PASSING YEAR: 2023

LOCATION: Ranchi

REMUNERATION OFFERED: CTC INR 3L PA plus Incentive (TA/DA)

- TA/DA will be provided.
- Incentives will be provided as per the company's policy.

ROLES & RESPONSIBILITIES:

- Selling IT services and IT products like web applications and ERPs.
- Establish, develop and maintain the business relationship with the prospective customer in the assigned territory to generate new business for the organization.
- Lead generation & proactive follow-ups on leads, convincing, and conversion.
- Ensure adherence to sales processes and requirements.
- Minimum 3-4 appointments with clients on a daily basis.
- Good presentation and sales closing skills.
- Maintain daily sales reports.

JOINING: 10th Jan 2023.

DATE OF INTERVIEW: Will be Intimated Soon after Registration

KEY SKILLS & ELIGIBILITY REQUIRED:

- Should have good communication, selling, and negotiation skills.
- Organized, detail-oriented, and with strong time management skills.
- Should be able to work in a fast-paced & target-driven environment.
- Self-motivated and able to work both independently and in a team.
- **Must have Bike (with all the required documents like RC, DL and pollutions) & Laptop**

PROCESS OF REGISTRATION:

01. Interested students **need to register on both the given below links**, click on the below links 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/VERL1nQYJbBPTsYX7>
- <https://usomit.grovehr.com/careers/job?id=63abb138cebc57001b779373>

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 the student's own name.

08. Registrations will be closed on 04th January 2023 at 8:00 AM.

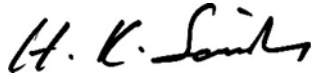
09. One student can Register only once, thus be cautious while registering.

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 write a mail to placements@arkajainuniversity.ac.in.

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 and clearly understand the Placement Policy (Procedural & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.