

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @ SAMSUNG INDIA

NOTICE NO.: AJU/T&P/PG/0036/23-24

DATE: 16/04/2024

NAME OF COMPANY: Samsung India

PAYROLL COMPANY NAME: Quess Corp

Registration Deadline is 11:00 AM, 19th April 2024

COMPANY PROFILE

Quess Corp Ltd – The largest employer in India

At Quess Corp Ltd., they have been providing brand ambassador services to various clients in the industry, and we are proud to say that they have significantly impacted their brand image and sales. As Samsung India Electronics is one of our esteemed clients, we are confident that the candidates they hire from our institution will be provided with the best opportunities to learn and grow.

OFFICIAL WEBSITE: www.quescorp.com

JOB PROFILE DOMAIN: Senior Galaxy Consultant

Business to Customers

Business to Business.

DESIGNATION: Senior Galaxy Consultant

JOB DESCRIPTION: •

Answer customers' questions about products, prices, availability, product uses, and credit terms.

- Recommend products to customers, based on customers' needs and interests.
- Monitor market conditions, product innovations, and competitors' products, prices, and sales.
- Consult with clients after sales or contract signings to resolve problems and to provide ongoing support.
- Contact regular and prospective customers to demonstrate products, explain product features, and solicit orders.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Perform administrative duties, such as preparing sales budgets and reports, keeping sales records, and filing expense account reports.
- Estimate or quote prices, credit or contract terms, warranties, and delivery dates.
- Provide customers with product samples and catalogues.
- Prepare sales contracts and order forms.
- Plan, assemble, and stock product displays in retail stores, or make recommendations to retailers regarding product displays, promotional programs, and advertising.
- Negotiate details of contracts and payments.
- Negotiate with retail merchants to improve product exposure, such as shelf positioning and

advertising.

- Arrange and direct delivery and installation of products and equipment.
- Check stock levels and reorder merchandise as necessary.
- Prepare drawings, estimates, and bids that meet specific customer needs.
- Forward orders to manufacturers.
- Obtain credit information about prospective customers.
- Buy products from manufacturers or brokerage firms and distribute them to wholesale and retail clients.
- Ensuring the display is tidy, clean and 'shoppable', ensuring that we maintaining the highest of standards at all points throughout the day.
- Fulfil other duties as required. Relish the opportunity to pick up new activities that fall broadly in the purpose of the role.
- Fix things that need fixing. Identify problems and find solutions

Employee Role Specification

- The basic role would be interacting face to face with customers for selling the leading mobile brand products. You will gain practical knowledge on how to put sales theory to practice. Being face of organisation, you are expected to give the best customer experience through quality demos and effective customer queries.
- Retail sales is exciting but also physically challenging as it can involve being on feet for most of the time in the 9 hour shift. We will follow 6 days' workweek with 1 weekly off on weekday. (Sat – Sun are the busiest sales days!)
- Excellent English communication skills, adapting your style to suit the customer and their needs
- Be able to provide excellent customer service that goes above and beyond and excellent problem solving abilities.
- A passion for technology and understanding how things work.
- Strong influencing, relationship building and fact finding skills including rapport building.
- Creative and innovative – able to think differently and work off own initiative
- Proven ability to hit targets and exceed results through delivering great customer service
- Experience in demonstrating a product or bringing a new product to market
- Able to work effectively as a team member
- Strong interpersonal skills
- Can easily adapt to change in process and ways of working

REMUNERATION DETAILS:

Upto INR 5 LPA

Insurance Benefits – INR 2 LPA GMC & INR 5 LPA GPA (Self, Spouse + 2 Kids)

Across various locations including below.

State	City
-	-
ANDHRA PRADESH	GUNTUR
	VIJAYAWADA
	VISAKHAPATNAM
CHANDIGARH	CHANDIGARH
DELHI	CENTRAL DELHI
	DELHI
	EAST DELHI

	NORTH DELHI
	SOUTH DELHI
	WEST DELHI
DELHI NCR	FARIDABAD
	GHAZIABAD
	GURGAON
	NOIDA
GOA	DABOLIM
	MAPUSA
	MARGAO
	PANJIM
	PONDA
	PORVORIM
GUJARAT	AHMEDABAD
	BARDOLI
	RAJKOT
	SURAT
	VADODARA
KARNATAKA	BANGALORE
	DHARWAD
	HUBLI
	MANGALORE
	MYSORE
KERALA	CALICUT
	ERNAKULAM
	TRIVANDRUM
MAHARASHTRA	AURANGABAD
	KOLHAPUR
	NAGPUR
	NANDED
	NASIK
	PUNE
	SHIRUR
MUMBAI	MUMBAI
PUNJAB	AMRITSAR
	JALANDHAR
	LUDHIANA
	MOHALI
	ZIRAKPUR
TAMIL NADU	CHENNAI
	COIMBATORE

	MADURAI
TELANGANA	HYDERABAD
	WARANGAL

SELECTION PROCESS:

1. PPT
2. Group Discussion
3. Personal Interview

ELIGIBLE COURSE: MBA & MCA

PASSING YEAR: 2024

TENTATIVE Month OF JOINING: JUNE, 2024

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/jWT3mFhTgTWDId876>

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

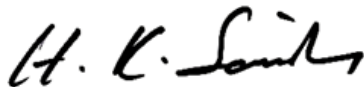
03. Registration deadline for Nomination is till 11 am, 19th April 2024

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

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

10. For queries you may WhatsApp @ 7200581816 (Mr.Ravikumar S J – General Manager T&P, AJU).

Sd/-



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.