

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

NOTICE NO.: AJU/T&P/UG/0061/23-24

DATE: 17/04/2024

NAME OF COMPANY: Samsung India

PAYROLL COMPANY NAME: Quess Corp

**Registration Deadline is 11:00 AM, 19<sup>th</sup> 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.quesscorp.com](http://www.quesscorp.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 4.2 LPA

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

### Work Location:-

Across various locations including below.

State	City
-	-
<b>ANDHRA PRADESH</b>	GUNTUR
	VIJAYAWADA
	VISAKHAPATNAM
<b>CHANDIGARH</b>	CHANDIGARH
<b>DELHI</b>	CENTRAL DELHI
	DELHI
	EAST DELHI

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

	MADURAI
TELANGANA	HYDERABAD
	WARANGAL

**SELECTION PROCESS:**

1. PPT
2. Group Discussion
3. Personal Interview

**ELIGIBLE COURSE:** BBA, B.COM, BA Eng, BCA, & B Tech

**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.

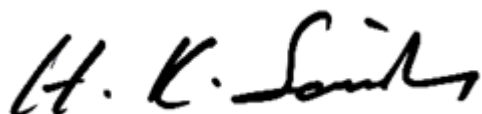
03. **Registration deadline for Nomination is till 11 am, 19<sup>th</sup> April 2024**

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