

Notice for Placement

Job opportunity for **Marketing / Retail Management students**.

Company Name: - **Microscan Computers Private Limited**

Position: - **Sales Trainee**

Company Website: - **www.microscan.co.in**

Work Location: - **Mumbai & Pune**

Company Profile: We are a strong team of 280+ employees (and growing) distributed through several highly efficient departments. Over 50 million customers have been benefited through our direct clientele as well as indirect services through our client partnership. All our clients have demonstrated great trust in our expertise for delivering business internet, enterprise networking, cloud infrastructure and support services like data center connectivity. Our broadband internet for retail segment under our premier brand Vovinet is another coveted service enjoyed by many.

Job Profile / Responsibilities:

1. Own product/service/region wise targets as assigned by Team Lead.
2. Identify potential customers for product/service/region in assigned area.
3. Own individual targets for product/service/ region as assigned by Team Lead.
4. Own the cross selling and up selling target for product/service/ region as Assigned by Team lead.
5. Carryout customer visits. Create customer proposals and pitch the assigned
6. Products / services in allocated region to customers under supervision of team lead.
7. Own the sales cycle from seeding to closure for identified opportunities.
8. Deploy the corrective action plans for product re-alignment as devised by the sales head and under supervision of ASM and Team Lead.
9. Visit customers and ensure payment collection within stipulated time. Own targets for collection for assigned products/services/areas.

Key Skills:

- Good Communication skills
- The ability and desire for sales job with a confident and determined approach.
- Highly self-motivated and ambitious in achieving goals.
- Should possess the skill to work both in team and also perform independently.

- Should be capable of thriving in the competitive markets.

Required Qualification: Graduate+ Diploma in Marketing / PG Program in Retail Management

Experience: Fresher's

Remuneration: - Rs. 10,000 to Rs. 15,000 plus incentives

Interested Candidates can send their resume on below mention email id at the earliest: -

Contact Person: - **Anushka Bandekar**

Email id: - **anushka.bandekar@microscan.co.in**

Contact no: -7045785463

Corporate Office: A/301-303, Everest Grande, Opp Ahura center, Mahakali Caves Road, Andheri (East), Mumbai - 400093, INDIA