



# Symbiosis Centre for Distance Learning (SCDL)

Symbiosis Bhavan, 1065B, Gokhale Cross Road, Model Colony, Pune-16

Tel: 020-66211000, Fax: 020 -66211040, 66211041

Website: [www.scdl.net](http://www.scdl.net)

Dear Sir/Madam,

Kindly fill up the below format for our ready reference.

<b>Brief about the Company</b>	Catering to clients in the dynamic and growing space created between hospitality and real estate, Access provides serviced residences, serviced offices, corporate lounges and managed office solutions.
<b>Current Opening (Designation)</b>	Sales Manager
<b>Profile of the Candidates</b>	<p>3-4 years of experience</p> <p>Generates profitable new business through prospecting and enquiry handling within the local market in order to exceed set targets.</p> <p>Drive and maximize service revenue through up-selling of variable service to new and existing customers.</p> <p>Conduct tours, with a goal of converting prospects into customers by effectively listening and selling the entire product range.</p> <p>Prospecting to generate leads through local companies, partnerships and brokers.</p> <p>Effectively manages leads and continuously updates CRM throughout the sales process to close of deal.</p> <p>Keeps abreast of the local market by attending networking events and building strong channel relationships with commercial brokers.</p>
<b>Locations</b>	Baner (Pune)
<b>Number of Candidates</b>	1
<b>CTC / Pay Package</b>	Rs. 4,20,000 – Rs. 6,00,000/- (P.A.)
<b>Date of Joining</b>	Immediate joining after the interview.
<b>Selection Process &amp; Criteria</b>	First round – Telephonic Second round – F2F with Operation Heads

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With Warm Regards,

Enrollment Department.