



# Symbiosis Centre for Distance Learning (SCDL)

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

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

Dear Student,

Please find the JD as follows:

<b>Brief about the Company</b>	<p>Innoctive (<a href="http://www.innoctive.com">www.innoctive.com</a>) is a technology company working on delivering high end products that solve real world problems across industry verticals. At Innoctive, we believe in solving problems that really matter to this world, it's not just some work for us but it's our DNA. We never stop trying new things and pushing ourselves to limits unknown. The way we see it, the perspective we bring in is innovation driven, so the name Innoctive - an innovation perspective.</p> <p>We believe in staying ahead of the curve, peeking beyond the horizons, getting sharper every day and turning even the simplest problems into opportunities to learn and grow.</p> <p>Established in 2017 with headquarters in Pune, India, we are a group of talented professionals working hard &amp; smart, day &amp; night to deliver products that matter.</p> <p>Currently hiring for our flagship product - Trucklo (<a href="http://www.trucklo.com">www.trucklo.com</a>)</p>
<b>Current Opening (Designation)</b>	Sales & Marketing Executive (Fresher & Experienced)
<b>Profile of the Candidates</b>	<p><b>Looking for energetic &amp; passionate Sales &amp; Marketing execs to handle below responsibilities</b></p> <p><b>Job Responsibilities</b></p> <ul style="list-style-type: none"><li>○ Sales visits to customers &amp; transporters.</li><li>○ Establishing new business with customers.</li><li>○ On boarding transporters and customers to Innoctive's marketplace application.</li><li>○ Product demonstration and presentation.</li><li>○ Working on contracts and packages with senior resources.</li><li>○ Aiming to achieve monthly and yearly targets.</li></ul> <p><b>Skills and Qualifications</b></p> <ul style="list-style-type: none"><li>○ Excellent interpersonal and communication skills</li><li>○ Maturity in discussing business models and options with customers and transporters</li><li>○ Obsessive Customer focus</li><li>○ IT Skills i.e. should be able to efficiently use the internal CRM and ERP tools for reporting, tracking sales and managing customer contacts</li></ul>
<b>Locations</b>	Pune & Mumbai
<b>Number of Candidates</b>	Total requirement 4.
<b>CTC / Pay Package (yearly)</b>	2.2 to 2.5 lac.
<b>Date of Joining</b>	Immediate
<b>Selection Process &amp; Criteria</b>	By Interview

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Jyoti Komallu

Placement Co-Ordinator