



Symbiosis Centre for Distance Learning (SCDL)

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<p>Brief About Company</p>	<p>Simplified IT Solutions provide end-to-end solution specifically tailored for client needs. Our team boasts deep expertise in solutions involving e-commerce portals, service oriented business architecture and business intelligence.</p> <p>Simple Solutions that deliver By complementing our framework driven solutions with expert consultation, we simplify the solutions and enable your organization to respond more quickly to market changes. Our focused solutions provide better control, visibility and automation across all areas of your business so you can operate more efficiently, improved returns, reduce risk and achieve long term success—no matter what your business demand.</p> <p>Effective Results We ensure you make the most of your IT and business investments. Our software frameworks, agile methodologies and robust platforms ensures that the solutions we develop minimize the time to value for your investment. We introduce simplicity, standardization and re-usability into the solutions, giving you the confidence to not just meet your business needs, but to take it to next level of growth.</p> <p>Pragmatic Approach Client's needs are our priority and, whatever your needs be, you can be certain they will be addressed. We work with our clients through the entire solution life cycle, from inception to customized solution design to delivery, maintaining communications at all times. And not only do we make our expertise available, we leverage close partnerships with industrial, academic and technology leaders around the world to bring you industry-leading solutions.</p>
<p>Current Opening (Designation)</p>	<p>IT Sales Candidate (On Field)</p>

Profile of the Candidates

Independently develop processes to obtain leads through possible sourcing opportunities.

Cold calls to increase effective working prospects.

Build business relationships with the influencers or decision makers.

Visiting Customer for initial pre sales discussion, requirement understanding and closure meetings.

Dealing with their queries over phone, e-mail or in person.

Learn about IT solutions to further articulate it to our prospective clients.

Ability to understand complex business environments and uncover customer issues.

Ability to develop strong relationships with prospects delivering qualified sales opportunities for the Other Sales Team.

Process problems and translate need into business opportunities.

Comfortable talking with prospects (internal/external) customers building relationships and monetizing them.

Ability to work in a fast paced, changing environment while still providing quality opportunities and driving revenue.

Exceed expectations while aiding the entire organization to do the same.

Meet or exceed monthly qualified opportunity targets.

We are also open to applications from sales/customer service candidates from diverse industries who are looking to transition their career

Exceptional communication skills, i.e. both verbal & written

A candidate who is a quick learner, ability to grasp & learn technology in no time.

Bachelor's Degree from an accredited university or equivalent work experience required.

	<p>The phone is your friend - you must show evidence that you are a great communicator & willing to connect with at least 20-30 clients in a day(completed calls).</p> <p>A candidate who is passionate about building his/her career in Technology sales.</p> <p>Build team brand and personal brand by achieving top customer service.</p>
Locations	Mumbai
Number of Candidates	3
CTC	1.44L to 1.8L per annum
DOJ	Immediate
Selection Process and Criteria	Interview on Call & Skype
Position Direct/Contract	It will be on contract through Mikado Solutions

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