



SYMBIOSIS CENTRE FOR DISTANCE LEARNING (SCDL)

Symbiosis Bhavan, 1065,

Gokhale Cross Road, Model Colony, Pune – 16.

Tel: - 020-66211000-20; Fax No: - 020-66211040/41

Web: www.scdl.net

<p>Brief about the Company</p>	<p>We Data logics India Pvt. Ltd., is 33 years old System integrator for IT product and solutions. We are Apple Sales and Service providers. We are Authorized APPLE partner, dealing in 3 verticals - Corporates, Education and Government. Our branches are in Chennai (HO), Bangalore, Mumbai and Pune. Our Vision is to expand pan India.</p>
<p>Current Opening (Designation)</p>	<p>Sales & Marketing 1.B2B Specialist 2.Business Coordinators</p>
<p>Profile of the Candidates</p>	<p><u>Job description are as follows:</u></p> <p><u>B2B sales:- (MBA)</u></p> <ul style="list-style-type: none"> ● Staying updated on all company’s products and services. ● Researching the market and related products. ● Reaching out to existing customers and prospects in a professional way (On-Field /Off-field). ● Establishing, developing, and maintaining positive long-term relationships with customers. ● Defining and analyzing the needs of a company’s business clients to shape the most relevant and interesting offers. ● Presenting a DL IPL products or services to customers in a favorable and structured way (often, during face-to-face and Virtual meetings). ● Negotiating prices, delivery, and other details with customers. ● Representing a company at events and in company meetings. ● Monitoring the progress of current orders. ● Taking orders and recording order information. ● Entering sales and other information in MacBook or sending copies to the Superior. ● Meeting sales targets. <p><u>Business Coordinator (UG/ Graduates)</u></p> <ul style="list-style-type: none"> ● To maintain and update the records of customer addresses, Contact details, type of customer, type of industry, business potential and details of influencing persons in the organization. ● To maintain Daily Sales Reports, enquiries by mail, phone, letter or through any means for regular follow up. ● Send periodic emails, letters and make pro-active sales calls to generate enquiries. ● Send quotes after proper coordination with vendors, for price, availability and terms, verify technical points with Service Manager, verify margin structure with concerned Manager and keep printed copies for office and email copy to the concerned manager. ● Escalate to concerned Manager if you are not able to handle on your own on any issue, person, sales or purchase activity after you have internally escalated the subject to the respective seniors and yet if the loop is not closed. ● Accept purchase orders after verifying the price, config, payment and delivery terms. If you find anything not acceptable, negotiate; escalate to Management for an appropriate decision. ● Payment follow ups are done in a phased manner using inter-personal skills and use authority and Accounts Team’s help whenever required after you have exhausted your soft skills.
<p>Locations</p>	<p>Pune , Mumbai , Bangalore</p>
<p>Number of Candidates</p>	<p>25</p>
<p>CTC / Pay Package (yearly)</p>	<p>2.4 lac to 4.8 lac per annum</p>
<p>Date of Joining</p>	<p>Immediate Joiners</p>
<p>Selection Process & Criteria</p>	<p>Face to Face interview.</p>

Interview Date: Next weekday OR weekend

Contact Person: Mr. Srinivasan

Contact No: 9600111937

Email ID: srinivasan@datalogicsindia.com

Website: www.datalogicsindia.com

With Warm Regards,
Rupsi
Placement Team
SCDL