



GUJARAT TECHNOLOGICAL UNIVERSITY

(Established by Government of Gujarat under Gujarat Act No.: 20 of 2007)

ગુજરાત ટેકનોલોજીકલ યુનિવર્સિટી

(ગુજરાત સરકારના ગુજરાત અધિનિયમ ક્રમાંક : ૨૦/૨૦૦૭ દ્વારા સ્થાપિત)

Ref No.: GTU/ITAP/Placement/04

Date: 09-10-2019

CIRCULAR

Campus Placement Drive for Blazing Arrows Pvt. Ltd.

GTU ITAP is organizing campus drive for students for these required details are as follows:

About Blazing Arrows:

Blazing arrows is a visionary ICT company, headquartered in Ahmedabad, looking to rejuvenate the employability levels of the Indian workforce. The Blazing arrows team, present in various locations all over the country has a rich experience in the fields of IT and Non IT education and research based training.

We at Blazing arrows projects to deliver high quality technological solutions and industry proficiency education in varied domains including VLSI, Embedded Systems, Networking, software, Automation, Technology based entrepreneurship, Unified Engineering courses and other highly application oriented technologies.

About company:

Patterns is in Business of outsourcing since last 10 yrs specialized in providing Outsourcing Services to international clients (USA, Canada, Australia, UK, etc) worldwide at the most competitive rates. We are looking to expand our operations & Therefore we are looking to grow our teams with people who share our energy & enthusiasm for creating the best Experience for our customers.

Company Requirements:

Job Title = Business Development Executive
Company = PATTERNS
Location = Vadodara, Gujarat
Salary = ₹12,000.00 – ₹ 18,000.00 per month CTC
Job type= Full-time- Permanent
Shift Type= Night
Language:- English

Job Description - Business Development Executive

Vacancy of (15 Seats)

The role of the BDE will be to call the prospects using state of the art telecom setup in different geographies including USA, Canada, UK, Ireland, Australia, New Zealand etc. The BDE will be the front face of PATTERNS representing our organization in orienting and selling our various IT Enabled Services.

*Winners of : ICT Enabled University Award E-India - 2009 ❖ Manthan Award - 2009 ❖ GESIA Award - 2011
❖ Digital Learning WES - 2011 Award ❖ AIMS International Innovative University Award - 2013*

Chandkheda : Nr. Campus of Vishwakarma Government Engineering College, Sabarmati - Koba Highway, Nr. Visat Three Roads, Chandkheda, Ahmedabad - 382 424. Gujarat, India Ph. : 079 - 232 67 500 Fax : +91 - 79 232 67 580
Ahmedabad : 2nd Floor, ACPC Building, L. D. College of Engineering Campus, Navrangpura, Ahmedabad, (Gujarat) India - 380 015. Phone : + 91 - 79 - 26 300 499 / 599 Fax : + 91 - 79 - 26 30 1500
Gandhinagar : K-6 Circle, E-4 Electronic Estate G.I.D.C., Nr. Government Polytechnic, Sector-26, Gandhinagar - 382 028 Gujarat. e-mail : info@gtu.ac.in URL : www.gtu.ac.in



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Good Salary, Stable Job and Good Growth Prospects for candidates looking for a long-term career.

TRAINING: - We provide all necessary training so as to enable the candidate on the project. Business Development Executive usually receive short-term on-the-job training, lasting 1 to 2 weeks. Generally, Business Development training may focus on procedures for answering questions, information about a company's service, and computer and telephone use. Trainees often work under the guidance of an experienced team member for the first few weeks of employment. **Salary is also paid during the training period.**

SHIFT TIMES: - Night Shift (for USA, Canada) 6:30 PM - 4:30 AM

JOINING: - Immediate Preferred

SALARY: - ₹12,000.00 - ₹ 18,000.00 per month CTC (Based on competency & experience) Candidate carrying relevant experience can look for better salary package. There is variable component in this Package (Incentive which will be discussed at the time of interview).

RESPONSIBILITIES

- Follow communication procedures, guidelines, and policies
- Effectively manage large amounts of outgoing calls
- Open, Maintain, Update & Record Customer interactions for future references.
- Attract potential customers by answering service questions, suggesting information about other services.
- Provide accurate, valid and complete information by using the right methods/tools Build sustainable relationships of trust through open and interactive communication & Generate sales leads.
- Identify and assess customers needs to achieve satisfaction.
- Meet personal/team sales targets and call handling quotas which are decided based on the ability of the BDE.
- Handle complaints provide appropriate solutions and alternatives within the time limits and follow up to ensure resolution.
- Take the extra mile to engage customers.

Any other tasks the Immediate Supervisor may assign.

QUALIFICATION: - Any

EXPERIENCE: - Freshers & Experienced all are invited to apply for this position.

GENDER: - Male / Female

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SKILL SETS

- Excellent verbal & written English communication
- Computer & Internet Savvy
- Focused and Detailed Oriented
- Go-Getter
- Target Oriented
- Fast Learner
- Strong phone handling skills & Active listener
- Ability to Multitask, Prioritize & Manage time effectively

BENEFITS

- Rewards & Recognition
- Corporate Discounts For Employees
- Earned Leaves
- Employee wellness program
- ESI Individual Development Plans
- Provident Fund Scheme(Optional)
- Team Outing

IN-HOUSE FACILITIES

- ² Cafeteria - Meal Facility
- ² Indoor Game zone

Last Date of Registration: 11th Oct 2019

Registration Link

: https://docs.google.com/forms/d/e/1FAIpQLSfvpY9LeZ4x44sryMuV2hRLeitiZWcexsybTXJSgInmEcBOfw/viewform?usp=sf_link

For any Query contact on,

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Sd/-
I/C ITAP Head

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