



**Guru Gobind Singh Indraprastha University**  
“A State University established by the Govt. Of NCT Delhi”  
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/ 619

19<sup>th</sup> June 2023

**Sub. Placement opportunity for students of BBA and MBA students of GGSIP University passing out in 2023 in the company “Akal Information Systems Ltd.”.**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for students of BBA and MBA students of GGSIP University passing out in 2023 in the company “Akal Information Systems Ltd.” for your reference and circulation to students to apply on given link by **20<sup>th</sup> June 2023**:

**Registration Link – <https://forms.gle/wPue8LSQGat7Tkda8>**

**Name of Company:** Akal Information Systems Ltd.

**Position:** Field Sales Executive and Telesales Executive

**CTC Offered:**

- Field Sales Executive: 3 to 4.8 LPA
- Telesales Executive: 3 to 4.2 LPA

**Eligibility criteria:** BBA/MBA students of batch passing out in 2023.

**Selection Process:** The selection process for Software Developers will be will be face-to-face interaction at company office.

Please find attached more JDs for more details.

LAST DATE FOR REGISTRATION IS **20<sup>th</sup> June 2023**.

(Ms. Nisha Singh)  
Training and Placement Officer,  
CCGPC, GGSIP University

**Job Position:** Tele Sales Executive.

**Job Location:** Green Park, South Delhi.

**Experience:** Freshers can apply.

We are looking to hire an customer-oriented telesales executive to utilize inbound and outbound telephone calls to achieve sales targets. The telesales executive's responsibilities include cross-selling or up-selling our products where possible, receiving incoming telephone calls and assisting with customer inquiries, as well as maintaining an accurate record of all calls made and received. You should also be able to liaise with the appropriate departments to resolve customer complaints.

To be successful as a telesales executive, you should be persuasive and able to work in a high-pressure environment. Ultimately, a top-performing telesales executive should be able to follow sales scripts as well as demonstrate exceptional communication, negotiation, and customer service skills.

#### **Roles & Responsibilities:**

- Calling existing and potential customers to persuade them to purchase company products and services.
- Accurately recording details of the conversations with customers.
- Generating promising leads for the outside sales team to pursue.
- Managing customer accounts by ensuring that existing customers remain satisfied with company products and services.
- Developing and sustaining solid relationships with customers to encourage repeat business.
- Using sales scripts provided by the company to drive sales and respond to customer rejections.
- Developing in-depth knowledge of products and services to make suitable recommendations based on customers' needs and preferences.
- Continually meeting or exceeding daily and monthly targets with respect to call volume and sales.

#### **Desired Skills, Education & Experience:**

- Bachelor's or associate's degree in marketing, communications, business administration, or related field is preferred.
- Proficiency in all Microsoft Office applications.
- The ability to follow scripts.
- Strong negotiation and consultative sales skills.
- Excellent organizational and problem-solving skills.
- Effective communication skills.
- Exceptional customer service skills.

**Job Position:** Business Development Executive (Field Sales).

**Job Location:** Green Park (New Delhi).

**Roles & Responsibilities:**

- Client Relations/Sales.
- Meeting with clients and responsible for end-to-end Business Development.
- Attending client meetings and giving presentations (when required).
- Resolving clients' concerns and creating good brand value.
- Responsible for the end-to-end Business Cycle Management, right from meetings for demonstration, presentation and client engagements.
- Managing sales with the sole focus of maximising revenues on a timely, reliable, and consistent basis.
- Identify new business development opportunities.
- Achieving sales targets on monthly basis.

**Desired Profile:**

- Must have excellent communication skills.
- Presentation skills, Hardworking and should have strong work ethic.
- Able to judge the potential opportunities that are aligned with the company product line.
- Open to travel.
- Must have his own conveyance.