



**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/\_657

23<sup>rd</sup> July 2023

**Sub. Placement opportunity for MBA students of GGSIP University passing out in the year 2023  
“Eastern Software Systems Private Limited”.**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA students of GGSIP University passing out in the year 2023 “Eastern Software Systems Private Limited” for your reference and circulation to students to apply on given link by **25<sup>th</sup> June 2023, 2:00 PM:**

**Registration Link – <https://forms.gle/FvyBHTr73YRMXoPbA>**

**Name of Company:** Eastern Software Systems Private Limited

**Job Profile:** Business Development Executive (Domestic Market/ International market after some experience) for IT-Marketing & Sales team.

**Industry Type:** Software

**Job Location:** Noida / Overseas

**Qualification:**

- MBA with specialization in Sales & Marketing
- Candidate with technical (IT Software) knowledge would be preferable
- Batch Pass out: 2023

**The Eligibility Criteria:** min 60% cut-off and no Back-log.

**Required:**

- Male Candidates.
- Good Communication skills.
- Presentable.
- Positive Attitude.
- Transferrable Job.

The company believes skills can be learnt but behaviour change is difficult and hence the right candidates are those who

- Are genuinely interested in building relationships with people
- Have read about us, are genuinely interested in working at ESS, it is not just another job.
- Take initiative
- Do not need hand holding
- Make and learn from mistakes
- Continuously update and upgrade their skills
- Do more from less

- Are humble
- Have Good Analytical Skills

**Experience:** Fresher

**Remuneration and Benefits :**

1. Starting salary of 4.8 LPA + Benefits, to be revised annually.
2. Overseas Assignment after 4-6 months of joining.
3. **Dollar allowance** during overseas assignment.
4. Overseas Medclaim Insurance in Overseas.

**Rounds of Selection Process:** 2 rounds of interview

**Interview Process:** At Noida-63 office

**Job Description:**

- Develop new business opportunities for software solutions offered by the organization.
- Working with the sales team on a strategy based on proper guidance & support.
- Effectively communicate with prospects to convey the promising brand image and product USP.
- To be involved in the entire sales process right from making cold calls, identifying, and meeting with decision-makers, proposal submission to the deal closure.
- Present the company product profile and elaborately describe the benefits & features of the same.
- Responsible for expanding the Client base in the domestic market for the ERP & other Products
- Manage lead follow-up and lifecycle, ensure maximization of lead tracking and conversion.
- Ensure client satisfaction and retention through regular meetings with key clients.
- Stays updated with industry and competitive research and information to enable rich client dialogue; maintains an understanding of client business challenges, competitors, industry trends and markets.
- Build and maintain partner network in the region.

LAST DATE FOR REGISTRATION IS **25<sup>th</sup> June 2023, 2:00 PM.**



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

**About Company – Eastern Software Systems [ESS]** is a 30+ year old Information Technology Solutions and Services company with its Head Office in **Noida** and representation in over 30+ countries worldwide and offices in all major cities in India. It employs over 500+ technology and management personnel and is certified ISO-9001:2008 and SEI CMM Level5. Its flagship product “**Ebizframe ERP** “ is the market leader in the SME Segment and is deployed at 1100+ customer locations worldwide. In addition, ESS also has interests in Application Development, Total IT Outsourcing, etc.  
Complete details are available on [www.ebizframe.com](http://www.ebizframe.com)