



**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/2024/ 1016

1<sup>st</sup> June 2024

**Sub. Placement opportunity for B.Tech or MBA students of GGSIP University of the batch passing out in year 2024 in the company “Bharat Managed Services”**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA students of GGSIP University of the batch passing out in year 2024 in the company “Bharat Managed Services” for your reference and circulation to students to apply on given link by **4<sup>th</sup> June 2024, 11:00 AM:**

**TWO STEP REGISTRATION PROCESS –**

**Step 1:**

**Registration Link – <https://forms.gle/g7qs4WsWeFzmkBi66>**

**Step 2:**

**Confirmation Link - <https://forms.gle/fMxYGCWt3pD4DyqC9>**

**Name of Company –** Bharat Managed Services

**Roles –** Management Trainee

**Department –** Sales

**Compensation:** CTC - INR 4.50 – INR 6.0 lakhs per annum

**What qualification are the company looking for?**

- Bachelor’s or Master’s degree in business administration, marketing, computing, engineering, technology, or a related field.
- Knowledge in IT services
- Excellent communication, negotiation, and interpersonal skills.
- Willingness to travel
- Microsoft Office suite

Please find attached JD for more information.

**LAST DATE FOR REGISTRATION IS 4<sup>th</sup> June 2024, 11:00 AM.**

**(Dr. Nisha Singh)**  
Training and Placement Officer  
CCGPC, GGS IP University

## ABOUT BHARAT MANAGED SERVICES:

Bharat Managed Services is an efficient IT service provider, which offers a wide array of solutions, ranging from IT service management to data center relocations. By blending digital excellence with operational efficiency, we provide excellent service offerings that effectively transform the digital ecosystems of our clients. Our prolific solutions have helped numerous businesses across the globe efficiently streamline their business operations with enhanced leverage.

We offer excellent solutions that have paved the way for numerous businesses in transitioning their digital transformation strategies to facilitate the functioning of a seamless business environment with enhanced employee engagement levels.

We are dedicated to delivering global excellence by leveraging our resources to their fullest extent. We believe in harnessing our collective strengths, expertise, and strategic partnerships to provide unparalleled value to our clients on a global scale. Through meticulous planning, innovation, and collaboration, we strive to exceed expectations and drive transformative outcomes in every endeavor we undertake.

Mission Statement: "Our mission is to be the trusted partner of choice, driving digital transformation and enabling organizations to thrive in an ever-evolving technological landscape.

Vision Statement: "Our vision is to be the catalyst for digital advancement, shaping a future where technology seamlessly empowers businesses and enhances lives worldwide.

Core Values: We embrace a collaborative approach when working with our customers, grounded in customer-centricity and accountability.

## JOB RESPONSIBILITIES:

We are seeking a dynamic and results-oriented Sales Executive to join our team. The Sales Executive will be responsible for driving sales revenue, establishing, fieldwork, maintaining client relationships, and contributing to the overall growth of the company.

1. Prospecting and Lead Generation: Identifying potential customers or clients through research, networking, and cold calling.
2. Client Communication: Engaging with clients via phone, email, or in-person meetings to understand their needs and provide information about products or services.
3. Product Knowledge: Develop a deep understanding of the products or services offered by your company to effectively communicate their features and benefits to potential customers.
4. Sales Presentations: Preparing and delivering sales presentations or demonstrations to showcase products or services to prospective clients.
5. Negotiation: Negotiating terms of sale, pricing, and contracts with clients to secure mutually beneficial agreements.
6. Relationship Building: Building and maintaining relationships with clients to foster loyalty and repeat business.
7. Sales Reporting: Tracking sales activities and maintaining accurate records of interactions with clients to analyze performance and identify areas for improvement.
8. Market Research: Staying informed about industry trends, competitor activities, and market conditions to identify new opportunities for sales growth.
9. Collaboration: Working closely with other team members, such as marketing and customer service, to coordinate efforts and ensure a seamless experience for clients.
10. Continuous Learning: Staying updated on product developments, sales techniques, and industry best practices through training sessions, workshops, and self-study.

## JOB SPECIFICATIONS

### Whom are we looking for?

Management Trainee

### What qualification are we looking for?

- Bachelor's or Master's degree in business administration, marketing, computing, engineering, technology, or a related field.
- Knowledge in IT services
- Excellent communication, negotiation, and interpersonal skills.
- Willingness to travel
- Microsoft Office suite

### What is the job profile going to look like?

- Meeting with the clients
- Negotiating contracts and packages
- Reviewing sales performance
- Achieving sales targets performance
- Perform product demonstrations
- Conducting market research on rival products
- Develop sales strategies
- Client relationship management
- Research on market standards
- Presentation skills

### What skill set we are looking for?

- The ability and desire to sell
- Excellent communication skills
- Good Interpersonal skills
- The skill to work both independently and as part of a team

### Compensation:

CTC- Rs. 4.50- 6 lakhs per annum

**Apply through:** <https://forms.gle/g7qs4WsWeFznkBi66>