



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/PN/_851

11th January 2024

Sub. Placement Opportunity MBA students of 2023 passed out batch from GGSIP University in the company "Provakil"

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement Opportunity MBA students of 2023 passed out batch from GGSIP University in the company "Provakil" for your reference and circulation to students to apply on given link by **12th January 2024, 5:00 PM.**

Registration Link – <https://forms.gle/SZ34HugCThXxNV1F8>

Name of Company – Provakil

Position – Business Development Manager

Industry - IT software

Type - Full-Time job

Offered CTC – INR 7.0 LPA

No of positions - 1 - 2

Job location - Delhi NCR

About the Company - Provakil is a leading legal technology company building products to power the practice of legal professionals. Provakil aggregates public data from across judicial platforms and provides an integrated platform for practice management for lawyers, law firms, and corporate legal departments. Our primary offering includes a litigation management suite that provides automatic updates from 7200+ courts regarding cases with an inbuilt workspace with task management, smart labels, invoicing, document storage, reporting, and more. Other product offerings include an AI-based Trademark Watch service to protect trademark infringements globally and a full suite Practice Management (Legal ERP) for law firms.

Please find attached JD for more information.

LAST DATE FOR REGISTRATION IS 12th January 2024, 5:00 PM.

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

Business Development Manager

Position Overview:

As a Business Development Manager, you will play a pivotal role in driving the growth and expansion of our organization. This dynamic position involves proactively identifying business opportunities, engaging with potential clients, and establishing strong relationships to drive sales and revenue.

We are looking for an ambitious and energetic Business Development Manager to help us expand our clientele. You will be at the front of the company and will have the dedication to create and apply an effective sales strategy.

If you are an ambitious individual with a passion for sales and business growth, we invite you to join our dynamic team. Embrace the opportunity to contribute to our success and be a key driver of our business development initiatives.

Responsibilities -

- **Market Research:** Conduct market research to identify new business opportunities and determine the most effective sales strategies.
- **Lead Generation:** Generating new business leads through a variety of channels, such as cold-calling, email, and social media.
- **Sales Demos:** Conduct in person (at client location) and online sales demos to close prospective clients to achieve sales quotas.
- **Relationship Building:** Building relationships with potential clients, partners, and stakeholders to expand the company's reach and influence.
- **Proposal Preparation:** Preparing and submitting proposals, quotations, and other sales materials to potential clients.
- **Collaboration:** Collaborating with other departments, including marketing and product development, to support the overall goals of the company.
- **Data Management:** Regularly update the CRM to track the progress of each lead and ensure proper reporting on all sales activities.

Qualifications:

- Graduate with 0-2 years of sales experience. MBA preferred.
- Excellent written and verbal communications skills in English and **local language**.
- Excellent selling and negotiation skills
- Good analytical and problem solving skills to understand client requirements
- Ability to understand technical products and solutions
- Applicant should be comfortable with traveling to different client locations
- Proficiency in MS Office and LinkedIn

- A strong team player with the ability to collaborate across teams

About Provakil :

Provakil is a new-age legal operations management suite for enterprises. Provakil provides an integrated SaaS platform for legal teams to manage all legal operations including litigation, contracts, compliances, and intellectual property with customized workflows and analytics. We provide automatic data updates from 8000+ courts, trademark and patent registries, and other sources of public legal data. The platform is equipped with advanced ML/AI capabilities for intelligent document review, IP watch; search, case law research, and other use cases. Provakil is trusted by over 100 companies and 50 law firms to manage different aspects of their legal operations.

To Apply :-

Please share your update Resume with us at hr@provakil.com, Or you can reach to our HR Team at **9175448084/85**

Why join us?**Fast Growing**

We are a fast-growing organization with a 300% Y-o-Y growth in customers and revenue. We believe in setting expectations really high and stretching ourselves to deliver on it!

Scale

If you like to solve problems of scale, the legal industry has tremendous volumes of data to work with. We are building a unique data-driven solution to simplify legal operations for large enterprises. Our systems currently process over 12.5k transactions every minute, a metric that will multiply as we scale to new geographies.

Team

We are a team with a strong background and believe in working hard to build a reputation. The founding team consists of engineers from IIT and a lawyer with a practice in the Supreme Court. Our App store rating is 4.6 and our customers can't stop talking about us!

Awards & Recognitions

World Justice Challenge Finalist at The Hague, The Netherlands, 2019

Legal Tech Startup of the Year at BW Legal awards, 2K19

Industry Prize, Agami Prize, 2018

Selected among the Top 3 companies at Westerwelle Foundation YFP Program, 2020