



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/ 472

Dated: 17th February 2023

Sub. Placement opportunity for Undergraduate students (Male candidates only) of the batch passing out in year 2023 in the company “Augment systems”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for Undergraduate students (Male candidates only) of the batch passing out in year 2023 in the company “Augment systems” for your reference and circulation to students to apply on given link by **19th February 2023**:

Registration Link – <https://forms.gle/YzToypjFVPbmVAXH7>

Company: Augment Systems

Designation: Business Development Associate/Assistant (only male candidates)

Eligibility Criteria: Required students completing their final year studies in Bachelors degree programs with CGPA of 7 and above till the time of application

Selection Process:

Selection process has several written tests as well as technical and personal round interviews. In online tests, the candidates will be given tasks and they must complete it within a given time only.

CTC: INR 3,00,000 per annum.

Training period: 3 months. During the **training period**, the stipend will be Rs 10,000 per month.

Job location: Delhi. The candidate applying must be ready to relocate to Delhi.

Service agreement: 2 years post successful completion of the project readiness training.

On voluntary resignation, the service agreement will be broken by reversal of 3 months' current CTC in addition to a 90 days' notice period.

Shifts: The candidate must be ready to **work in shifts**. Shift timing from 7 am to 4 pm and from 1 pm to 10 pm (choose any one shift).

Responsibilities:

1. Learn and leverage details about our products and services and manage to sell the same to valuable clients
2. Respond to queries from customers throughout the sales pipelines and provide sales support. Anticipate, understand and resolve all the prospects' needs, problems, or wants of the clients and leads
3. Create a sense of desirability around our products and services for customer need. Upsell as and when appropriate and required

4. Lead and manage the project teams to deliver client consulting deliverables and monitor the work with the research team and clients
5. Prepare and present reports when needed for communication with clients and senior management Stay up to date with the latest sales trends and best practices
6. Chase pending sales and negotiations
7. Enter new customer information into the system and Update existing customer information
8. Process orders, forms, and applications
9. Suggest and monitor the implementation of the best website navigation experience for the end users
10. Create various lead generation sources in different domains to ensure sustainable business opportunities for the business to thrive

Professional and Technical Competencies required

1. High excellence in work ethics, honesty and punctuality in personal life
2. Excellent written and spoken English
3. Ability to conduct professional chats with client
4. Develop and tweak chatting pitch to generate leads
5. Good knowledge of MS Office
6. Proficient with MS Powerpoint and basic ability to build presentations, case studies and whitepapers
7. Relationship Management
8. Business communication skills

Behavioural Competencies

1. Excellent communication skills especially professional business communication and writing business documentation skills
2. Strong analytical skills and understanding abilities to translate client requirements
3. Have a persistent attitude towards self-improvement and tolerant to client and manager's feedback
4. Customer first attitude towards managing assigned work well on time and with efficiency including assisting clients with end-to-end troubleshooting
5. Able to Manage Extensive work on computer system and perform desk jobs with patience
6. High degree of professional authenticity, integrity and reliability



(Ms. Nisha Singh)
Placement Officer, CCGPC

About Company

Augment systems (www.augmentsys.com) is based in Delhi where we provide technology consultancy and outsourced product development. Our specialization lies in CRM solutions, web development, embedded solutions, software design and development.

Augment systems constantly strives to be a place where intelligent and hard-working people can connect and work with each other, and we love people who like to go beyond the normal call of duty and can think out of the box and surprise us with their passion, intelligence, creativity and hard work.