

Message from Training and Placement Office

Subject: **FACEPrep Recruitment | Sales & Marketing**

Dear **Final year students**,

I would like to share that, FACE has accepted the invitation for the campus drive. **FACEPrep** is an educational startup founded by the founding members of FACE [Focus Academy for Career Enhancement]. They are currently hiring for their **Sales & Marketing** team and looking for candidates who have a passion and want to build a career in the Sales & Marketing domain. The role will be based out of Bengaluru and the candidate will be offered an Annual CTC of 5L (3L fixed + 2L variable). The selected candidates until they complete their graduation can do their internship with us during which period they will be paid a stipend of Rs 15,000 per month (fixed - 10,000; variable - 5,000). If they can join company only after graduation there will be a 3 month probation period during which the same stipend will be offered.

Their **expectations** in short are

Strong communication skills & having any Bachelor's degree.

Inclination towards sales role

Target oriented and willingness to stretch

Excited about working in entrepreneurial ecosystem

Proactive and self-initiated hustler

A get-things-done attitude with high level of ownership

Roles and Responsibilities:

1. Own and lead end to end Sales process from lead generation, lead qualification, proposal submission, Contract Negotiation and Closure.
2. Engage prospects/Clients through diverse mediums (Social Media, Warm Calling ,Email , User groups etc.) and generate quality leads
3. Proactively refine lead generation , lead qualification process and pitch for engaging customers/prospects
4. Guide clients on service selection & product related services.

Due to the busy schedule of upcoming annual day and examination in the institute, on request they agree to follow the following termination round for the selection process.

- 1) Telephonic Interview
- 2) Writing task
- 3) Skype Call

First step (i.e. Telephonic Interview) will be conducted after the end of the examination (21/12/2018). Final date will be conveyed later. In between interested students are requested to prepare the CV in the format (as attached). Interested students are requested to send the CV at earliest but not later than 10/12/2018 to the student representative of their respective branch. After correction, I have to compile the student detail and send it to the company for their consideration. For more detail contact TPO office during working hours.

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