

MALLA REDDY INSTITUTE OF MANAGEMENT

OFF – CAMPUS DRIVE

Eclature Technologies is Hiring MBA Freshers (2016) for Business Development and Customer Support Executive...

Urgent Requirement... Shortlisting for Interview... Apply Immediately!!!!

Company Profile :

Eclature Technologies Pvt. Ltd.

Eclature Technologies is primarily an IT Products, Services & Consulting Organization head quartered in United Kingdom, helping Fortune 500 clients to embrace emerging technologies. We specialize in SAP, Microsoft Dynamics, Mobile, Cloud, BPM, Automation, Agile and Big Data Technologies. Eclature partnering with Microsoft, IBM, SAP and Cloud era is expanding its consulting & services across the globe.

We are looking for dynamic and energetic self starters to join our business development team and grow along with the organization. If you have a desire to explore emerging markets, growth opportunities and rewarding careers.

Website:

Role: Business Development Executive / Inside Sales Executive | Work Location: Hyderabad

Industry: IT – Software

Qualification: MBA

Work Location: Hyderabad

Experience: 0-3 yrs.

Job Responsibilities:

- Prospect identification through cold calling / email marketing.
- Generate leads which should lead to meetings/Tele-conferences.
- Follow-up calls, email to prospects
- Market research and experience in working on the analytic tools.
- Marketing Support to the Front-end Sales Team
- Assistance to achieve business development process
- Experience in selling software and IT consulting services.
- Strong lead generation skills (establishing initial contact and gathering information).
- Ability to identify decision makers; be comfortable calling and dealing with both business and technical executives.

- Ability to mine into specific accounts and pitch for multiple services
- Excellent verbal, written & interpersonal communication skills.
- Excellent professional business telephone / written communication skills.
- Must meet or exceed targets in prospecting and generating qualified leads.
- Ability to organize and prioritize work independently, with minimal supervision quotas.

Desired Skills and Experience:

- Working exposure for MS office and PowerPoint tools
- Internet Knowledge & Digital marketing
- Experience or extreme interest in sales for IT Solution start-ups

Role: Customer Support Executive | Work Location: Hyderabad

Industry: IT – Software

Qualification: Any Graduate

Experience: 0-1 Yr

Work Location: Hyderabad

Job Responsibilities:

- Attracts potential customers by answering product and service questions through Chat, Calls and Emails.
- Suggesting information about the Product and its services.
- Responds to customer inquiries by understanding inquiry.
- Maintains Enquiries records by updating information.
- Resolves product or service problems by clarifying the customer's Queries, determining the cause of the problem.
- Selecting and Explaining the best solution to customer depending on the requirement; expediting correction or adjustment; following up to ensure resolution.
- Keep records of customer interactions and transactions.
- Maintain customer databases.
- Communicate and coordinate with internal departments.
- Follow up on customer interactions.

What we require:

- 0-1 years of work experience; relevant experience is a bonus Passion about solving other people's problems
- Required to be flexible in working with startups, detail-oriented and organized with the ability to multi-task.
- Deep understanding of customers, product, systems & data architecture Intelligent and self-motivated; should be willing to work hard to achieve and exceed targets

Education & Skills Required:

- Any Graduate / Post Graduate
- Good communication & analytical skills, proficient in MS-Office.
- Knowledge of customer service principles and practices.
- Knowledge of relevant computer applications & Ability to type.
- Knowledge of administrative procedures.
- Should be proficient in English, Hindi.

Thanks & Best Regards

Mohammad Saleem Pasha

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