

**PLACEMENT NOTICE**

**FOR THIRD YEAR AND FRESH GRADUATES OF**

**B.SC (IT AND CS) AND M.SC (IT)**

**Associate - Lead Generation**

JISA Softech Pvt. is hiring for the role of Associate – Lead Generation. Details are as below:

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| <b>COMPANIES &amp;<br/>JOB PROFILE</b> | JISA Softech Pvt.<br><br>(IT-Software / Software Services)<br><br><b>Website:</b> <a href="http://www.jisasoftech.com/">http://www.jisasoftech.com/</a>  |
| <b>JOB PROFILE</b>                     | <b>Associate – Lead Generation.</b>  |
| <b>LOCATION</b>                        | Pune/ Mumbai   |
| <b>JOB TYPE</b>                        | Full Time Work from Office   |
| <b>PACKAGE</b>                         | Not Disclosed  |
| <b>EDUCATION (MUST<br/>HAVE)</b>       | Graduation   |
| <b>EXPERIENCE</b>                      | 0 Year(s)  |
| <b>WORKING DAYS</b>                    | 5 DAYS   |
| <b>JOB REQUIREMENTS</b>                | <ul style="list-style-type: none"><li>•To initiate telephonic contact with existing and prospective clients in order to generate sales leads.</li><li>• Identify the clients and work on their details to create the</li></ul> |

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|  | <p>database of target audience through linkedin,Google etc.,</p> <ul style="list-style-type: none"> <li>• To maintain and update the database regularly.</li> <li>• Initiate the discussion, maintain the regular follow-up calls and emails to set up meetings with potential customers.</li> <li>• Following up on sales inquiries that are made by potential customers through website chats, emails, and inbound calls.</li> <li>• Provide adequate product knowledge to customers</li> <li>• Advising customers on suitable product selection based on their needs and specifications.</li> <li>• Actively sourcing new sales opportunities through innovative outreach methods.</li> <li>• Be updated about new product features to up sell it to existing customers.</li> <li>• Listening to the clients' needs to generate repeat business.</li> <li>• Successfully create business from new and existing customer accounts.</li> <li>• Build rapport and establish long term relationships with customers</li> <li>• Updating the database with all the customer's information,</li> <li>• Advising customers on suitable product / service selection based on their needs and specifications.</li> </ul> |
| Requirements:  | <ul style="list-style-type: none"> <li>• Good English communication skills Verbal</li> <li>• Bachelor's or associate degree in marketing, communications, business administration, or related field is preferred</li> <li>• Positive attitude.</li> <li>• Ability to generate sales Lead</li> </ul>  |
| <p><b><u>How to apply:</u></b></p> <p><b><i>Fill this link with your details :</i></b><br/> <a href="https://forms.gle/gfEUaNQppqWQWYAx6">https://forms.gle/gfEUaNQppqWQWYAx6</a><br/> <b><i>before 16th DECEMBER, 2023 latest by 12 noon.</i></b></p> |  |



(Vice-Principal)



(I/C Principal)