

RAMANUJAN COLLEGE
Accredited Grade 'A++ (3.71)' by NAAC
(University of Delhi)
C.R. Park Main Road, Block H,
Kalkaji, New Delhi-110 019
ISO 9001:2008 Certified Organisation



रामानुजन महाविद्यालय
नैक द्वारा मान्यता प्राप्त ग्रेड ए++ (३.७१)
(दिल्ली विश्वविद्यालय)
सी आर पार्क, मुख्य सड़क, ब्लॉक एच,
कालकाजी, नई दिल्ली- ११००१९
आई एस ओ ९००१:२००८ प्रमाणित संगठन

NOTICE
PLACEMENT & CAREER DEVELOPMENT CELL
Atica Global
Placement Notice

Date- 14th September 2023

Notice No: 230909

About the Company

Atica is the fastest-growing hotel revenue success solution provider in the USA. With clients across the USA & across major brands (Marriott, Hilton, IHG, Hyatt, Choice, Wyndham, Best Western, Sonesta, G6, etc.), Atica has proven expertise in working with hotels helping them grow their annual revenues and stay competitive in a hyper-competitive market. Specifically, Atica offers three major services: sales management, revenue management, and digital channel management. Atica has clients across all major markets including: New York City, Los Angeles, Miami, Atlanta, Dallas, Orlando, St Petersburg, Chicago, Houston, and many more.

Atica is headquartered in Pune and is funded by top investors in India

Website: <http://www.aticastays.com/>

Profile: International Sales Associate

Eligibility: B. A. (H) English | 2023 Batch & Pass-outs

CTC: 4.5 LPA (fixed) + 0.5 LPA (Incentives- performance based (Quarterly))

Job Location: Yerwada, Pune

Roles and responsibilities:

- Provide sales support for multi-branded hotels in the USA, develop and execute a sales action plan to meet or exceed revenue goals
- Activate new accounts in the local market and increase market share from existing accounts
- Develop and nurture a sales pipeline utilizing CRM to manage accounts and shorten the sales cycle
- Making sure that the hotel ownership is profitable and finding new ways to add value to each hotel you're responsible for
- Lead bi-weekly sales strategy calls with each of your designated hotels

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- Collaborate with the sales team to achieve sales targets and contribute to overall team success.
- Support the development of sales strategies and contribute ideas for improving sales processes.

Skills and Competencies required:

- Strong communication skills, both verbal and written.
- Ability to work well in a team-oriented, collaborative environment
- A growth-oriented mindset and eagerness to learn and improve
- Ability to work independently and as part of a team
- Excellent organizational skills and attention to detail
- You love connecting with people and influencing them effectively

Note:

Selection Procedure

- 1) Case Study
- 2) 3 Rounds of Video Interview

Work timings: US Shift (6PM to 4 AM)

Work mode: Work from office

Apply at: <https://forms.gle/YckmLPmwCVEzPu2v5>

Last Date to Register: 16th September 2023

In case of any queries, please contact [Mansi](#) (Placement Co-Ordinator).

Note: If you are applying for this Placement/Internship Drive, then it is compulsory for you to attend the interview session, if not then you will be **BLACKLISTED**, and won't be able to appear for any further Placement Drives. We at Placement and Career Development Cell work hard to invite companies at the campus to recruit students, but with this behavior, companies deny to connect with us in further drives.

If your issue is genuine, mail us at placement@ramanujan.du.ac.in explaining why you didn't attend the session.

If your reason would be genuine your name will be withdrawn from the BLACKLIST.