

**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**  
**Mavericks**  
**Placement Notice**

Date- 06<sup>th</sup> December 2023

**Notice No: 231206**

**About the Company**

The Mavericks is a pure-play reputation management advisory with a unique proposition of being an exclusive consultancy and an extended team rolled into one. With an audience focused approach, we ideate, strategize, and craft campaigns that deliver a long-term value rather than an immediate attention-grabbing impact. Since our founding in 2018, we've strived to provide a deeper impact for brands by placing them well ahead of the curve and through meaningful engagement with the consumers.

Website: [www.mavericks.net.in](http://www.mavericks.net.in)

**Profile:** Business Development Executive (BDE)

**Eligibility:** B.Com, B.Com (h), BMS / 2024 Batch & Pass-outs

**CTC:** INR 4.64 LPA

**Job Location:** 2/3, 2nd Floor, Barleyz Junction, Above KFC Koramangala Venkappa Garden, Ejjipura, Bengaluru, Karnataka

**Roles and responsibilities:**

1. Prospecting and Lead Generation:
  - Identify and research potential clients or markets.
  - Generate new leads through various channels, including cold calling, email campaigns, social media, and networking.
  - Qualify leads to determine their fit for the company's products or services.
2. Client Engagement:
  - Initiate contact with potential clients to introduce the company's offerings.
  - Build and maintain strong relationships with prospective clients
  - Understand clients' needs, challenges, and objectives to tailor solutions effectively.

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### 3. Sales Support:

- Collaborate with the sales team to schedule meetings or product demonstrations.
- Provide necessary information and materials to support the sales process.
- Assist in creating proposals and presentations for clients.

### 4. Research:

- Stay updated on industry trends, market conditions, and competitors.
- Analyze market data to identify opportunities for growth and areas for improvement.

### 5. Reporting and Documentation:

- Maintain accurate records of leads, interactions, and sales activities using Customer Relationship Management (CRM) software.
- Prepare regular reports on sales activities and progress toward targets.

### 6. Targets and Goals:

- Meet or exceed monthly, quarterly, and annual sales targets.

### Skills and Competencies required:

- Proven experience in sales, business development, or a related role.
- Strong communication and interpersonal skills.
- Excellent negotiation and presentation abilities.
- Self-motivated and target-driven with a results-oriented mindset.
- Proficiency in using CRM software and other sales tools.
- Knowledge of the industry and market trends.
- Ability to work independently and as part of a team.

Apply at: <https://forms.gle/P98YdBN6T4GA7CTG9>

Last Date to Register: 08<sup>th</sup> December 2023

In case of any queries, please contact [Manas](#) (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](mailto: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.