



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2024/ 1047

19th June 2024

Sub. Placement opportunity for MBA students of GGSIP University of the batch passing out in 2024 in the company “Eastern Software Solutions Private Limited”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA students of GGSIP University of the batch passing out in 2024 in the company “Eastern Software Solutions Private Limited” for your reference and circulation to students to apply on given link by **20th June 2024, 4:00 PM:**

Registration Link – <https://forms.gle/7FtCm8giwW6Qni2h8>

Name of Company – Eastern Software Solutions Private Limited

Job Profile: Business Development Executive (Domestic Market/ International market)

Industry Type: Software

Job Location: Noida

Qualification

- MBA with specialization in Sales & Marketing of 2024 passing out batch from GGSIPU
- Candidate with technical (IT Software) knowledge would be preferable
- **Having good English communication skill is must**
- Presentable
- Positive Attitude

Salary: INR 25600 (Gross)

CTC: INR 3.28 LPA

Note: There will be a telephonic round of interview first, followed by face to face round at Noida only in next week.

LAST DATE FOR REGISTRATION IS **20th June 2024.**

(Dr. Nisha Singh)
Training and Placement Officer
CCGPC, GGS IP University

Below mentioned is the brief profile about company:

Eastern Software Solutions [ESS] is a 30+ year old Information Technology Solutions and Services company with its Head Office in Noida and representation in over 30+ countries worldwide and offices in all major cities in India. It employs over 500+ technology and management personnel and is certified ISO-9001:2008 and SEI CMM Level5. Its flagship product “Ebizframe ERP “ is the market leader in the SME Segment and is deployed at 1100+ customer locations worldwide. In addition, ESS also has interests in Application Development, Total IT Outsourcing, etc.

Complete details are available on www.ebizframe.com

Job Description:

- Develop new business opportunities for software solutions offered by the organization.
- Working with the sales team on a strategy based on proper guidance & support.
- Effectively communicate with prospects to convey the promising brand image and product USP.
- To be involved in the entire sales process right from making cold calls, identifying, and meeting with decision-makers, proposal submission to the deal closure.
- Present the company product profile and elaborately describe the benefits & features of the same.
- Responsible for expanding the Client base in the domestic market for the ERP & other Products
- Manage lead follow-up and lifecycle, ensure maximization of lead tracking and conversion.
- Ensure client satisfaction and retention through regular meetings with key clients.
- Stays updated with industry and competitive research and information to enable rich client dialogue; maintains an understanding of client business challenges, competitors, industry trends and markets.
- Build and maintain partner network in the region.

Experience: Fresher

Required:

- Are genuinely interested in building relationships with people
- Have read about us, are genuinely interested in working at ESS, it is not just another job.
- Take initiative
- Do not need hand holding
- Make and learn from mistakes
- Continuously update and upgrade their skills
- Do more from less
- Are humble
- Have Good Analytical Skills