



Department of Placements and Training

CIRCULAR

Ref: //Dr.TTIT/2017-18/098

Date: 16.05.2018

We are happy to share that the 2018 batch students registered with Cocubes are eligible to participate in “**Channelplay Ltd**” drive for “**Key Account Executive**” position.

Company Profile:

Channelplay is India’s fastest growing field marketing company assisting global brands in the field of Mystery Shopping, Managed Sales Outsourcing, Visual Merchandising, Training, Loyalty Programs, Market Research and E-Commerce Support Services. We do things that help our clients sell more effectively. We are a team of 5,000+ professionals comprising of Mystery Shoppers, Visual Merchandisers, Auditors, Trainers and Sales Promoters based in 300+ cities across India.

For more details, visit: www.channelplay.in

Glassdoor Rating: https://www.glassdoor.co.in/Overview/Working-at-ChannelPlay-EI_IE236958.11,22.htm

LinkedIn Profile of Co-Founder and CEO: <https://www.linkedin.com/in/sundeepholani>

Job Details

Roles And Responsibilities:

- Searching for new retailers & mechanics who could benefit from your services in a designated region.
- Travelling to visit potential markets in predefined geographies.
- Establishing new, and maintaining existing, relationships with customers
- Managing and interpreting customer requirements
- Persuading retailers that a product or service will best satisfy their needs
- Administering retailers accounts
- Preparing reports for head office
- Meeting regular sales targets
- Recording and maintaining client contact data
- Co-ordinating sales projects
- Merchandising of products at retailer’s end
- Supporting marketing by attending trade shows, conferences and other marketing events
- Making technical presentations and demonstrating how a product will meet client needs
- Providing pre-sales technical assistance and product education
- Liaising with other members of the sales team and other technical experts

- Visiting 10-15 retailers every day , enrolling 6-8 retailers in SCCI application , pitching for secondary sales , explaining features & benefits about the products to retailers , enrolling 6-8 mechanics every day, building good business relation with retailers.
- Enrolment of new retailers in SCCI app.
- Enrolment of new mechanics, understanding competition.

Skills& Experience

- A solid technical background
- Sound judgement and good business sense
- Team working ability
- The ability to build relationships with clients quickly
- Analytical and problem-solving skills
- Resilience and tenacity
- Independence
- Increasingly, regional language skills are in demand
- A full driving licence
- Android Phone
- Good Communication skills, Smart dress, Professional appearance

Joining Location: Noida, Ghaziabad, Hyderabad, Hubli, Bengaluru, Trichy, Chennai, Lucknow ,Varanasi, Kanpur, Mysore , Allahabad

Interview Location: Gurgaon/Bangalore

Joining Period: May-June 2018

Salary: 3.5 LPA - 4.2 LPA

Bond: None

Selection Process

- There will be a telephonic round as part of the selection process.
- Online Application through CoCubes.
- Candidates will be short-listed on the basis of their PRE-ASSESS® scores and question asked. Also, would request you to update your online resume.
- Shortlisted candidates need to go through Telephonic round. Slots for which will be shared later.
- Further Rounds: 1) Telephonic, 2) Face to Face Round

Selection Criteria

Throughout percentage : 55 - 100

College percentage : 55 - 100

Batch : 2018

Degree : Bachelor of Engineering

Branch: Civil, Computer Science, Construction, Electrical, Electronics, Electronics & Electrical, Environmental, Industrial, Information Technology, Instrumentation, Manufacturing, Maths, Mechanical, Metallurgy, Mining.

Bond Period : No Bond

Communication Skills : Prefer good communication skill

Backlogs : No current backlog

WorkEx : No Preference

Gender : Male candidates only

Event Date: 21 May, 2018 10:00 AM

Last Date to Apply: 18 May, 2018 12:00 PM