



# AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA  
MUMBAI | RAIPUR | RANCHI | KOLKATA | PATNA

## SHIPSY

Virtual Campus Recruitment – For 2022 Passing Out Batch

**Only for Students of Amity Education Group**

**Only for Unplaced & Eligible Students**

**Last Date to Register – 23<sup>rd</sup> May 2022, 1 PM**

Company	SHIPSY
Website	<a href="https://www.shipsy.io/">https://www.shipsy.io/</a>
Batch	2022 Batch
Date of Campus	<b>Will be informed later</b>
Job Title	Growth Analyst
Job Type	Full time
Eligible Branches	B.Tech (All branches)
Eligibility Criteria	60% throughout academics
Full Time Employment	10 LPA
Joining Date	Immediate
Other Skills Required (If any)	<ul style="list-style-type: none"><li>• You have a strong First Principles problem solving approach.</li><li>• You have excellent interpersonal and communication skills and are adept at working with multiple stakeholders.</li><li>• Comfort with learning new technology and thinking outside the box.</li><li>• Excellent negotiation and consultative sales skills.</li><li>• Strong analytical and problem-solving skills.</li><li>• Experience in the Saas/Software Industry is preferred.</li><li>• You should have a strong sense of self-motivation, and curiosity as well as a good grasp of how to solve problems with product first approach</li></ul>
Roles & Responsibilities	<ul style="list-style-type: none"><li>• Developing in-depth knowledge of product features and benefits.</li><li>• Utilizing virtual meetings to build relationships with new customers.</li></ul>

	<ul style="list-style-type: none"> <li>• Reaching out to new prospects and talking about Shipy's Value proposition. Creating a sales pipeline to accurately reflect the relative placement of sales prospects.</li> <li>• Following up on sales inquiries that are made by potential customers through website chats, emails, and inbound calls.</li> <li>• Setting up meetings between potential customers and Outside Sales Representatives.</li> <li>• Own &amp; Drive team building initiatives for a specific department.</li> <li>• Formulating &amp; Implementing sourcing strategies for building an "A Team"</li> </ul>
Location	Delhi/ NCR
How to Apply?	<p>All interested &amp; eligible students need to apply on the link mentioned below –</p> <p><a href="#">CLICK HERE TO APPLY</a></p>

All the Best!

**Anjani Kumar Bhatnagar**  
**Dy. Director - Amity Technical Placement Centre**

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