Jain Software

Virtual Campus Recruitment – 2023 Passing Out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register – 14th September 2023 (5PM)

Company	Jain Software
Website	https://www.jain.software
Batch	2023 Passing out Batch
Joining	Immediate
Job Title	1. HR Manager || 2. Social Media Manager || 3. Ass. HR Manager || 4. Ass. Social Media Marketing Manager ||5. Software Sales Manager || 6. Software Project Manager || 7. Server Manager || 8. Software Requirement Manager || 9. Manager (Hosting Company)
Eligible Degrees	UG, PG
Eligible Branches	Profile 1 & 2 - MBA || Profile 3, 4 & 5 - BBA, BCom || Profile 6, 7, 8 & 9 - B.E, BTech
Other Skills Required	1. Mathematical aptitude 2. Problem-solving skills 3. Interpersonal skills. 4. Communication Skills 5. Technical skills, 6. Leadership skills, 7. Analytical skills, 8. Professionalism.
Location	Raipur
Compensation (CTC)	Profile 1 & 2: 5 LPA and 4 LPA || Profile 3, 4 & 5: 4 LPA and 3.5 LPA || Profile 6, 7, 8 & 9: 5 LPA and 4 LPA
Roles & Responsibilities	Profile 1 & 3: 1. Maintains the work structure by updating job requirements and job descriptions for all positions. 2. Maintains organization staff by establishing a recruiting, testing, and interviewing program; counseling managers on candidate selection; conducting and analyzing exit interviews; recommending changes.

3. Prepares employees for assignments by establishing and conducting orientation and training programs.
4. Maintains a pay plan by conducting periodic pay surveys; scheduling and conducting job evaluations; preparing pay budgets; monitoring and scheduling individual pay actions; recommending, planning, and implementing pay structure revisions.
5. Maintains historical human resource records by designing a filing and retrieval
6. system; keeping past and current records.
7. Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.Completes human resource operational requirements by scheduling and assigning employees; following up on work results.
8. Maintains human resource staff by recruiting, selecting, orienting, and training employees.

Profile 2 & 4:

1. Plan and execute digital marketing campaigns including social media marketing.
2. Marketing the organization using different platforms like emails and display advertising campaigns.
3. Design, build and maintain social media presence using digital campaigns
4. Measure and report marketing performance,Calculating customer acquisition cost, Brainstorming and creating new growth strategies
5. Instrument funnel points and optimize user funnels
6. Collaborate with different agencies and other vendors for expansion plans
7. Learn emerging technologies and new strategies to promote organization

Profile 5:

1. Develop and execute sales strategies, goals, and objectives to drive revenue growth and achieve sales targets.
2. Identify target markets, industries, and customer segments for software products or solutions.
3. Conduct market research and competitor analysis to identify market trends, customer needs, and competitive advantages.
4. Collaborate with marketing and product teams to align sales efforts with product launches, campaigns, and promotions.
5. Set sales targets for the team and individual sales representatives, and monitor progress towards goals.
6. Lead, motivate, and manage a team of software sales professionals, providing guidance, training, and performance evaluations.
7. Recruit, onboard, and train new sales team members, ensuring they have the necessary product knowledge and sales skills.
8. Conduct regular sales meetings, provide coaching and feedback, and develop strategies to enhance team performance.
9. Identify and pursue new business opportunities and strategic partnerships to expand the customer base.

Profile 6:

1. Responsible for handling and supervising projects
2. Working closely with developers' team to ensure project requirements, deadlines are on track
3. Responsible for submitting project deliverables, preparing status reports, establishing effective project
4. communication plans
5. Allocating projects according to resource availability
6. Making software requirement sheet based on client's requirements

	7. Meeting with project team members to identify and resolve issues
	8. Facilitating change request to ensure that all parties are informed about change in project deadlines and budget
	9. Managing customer satisfaction during project development phase
	10. Creating post project evaluation and identifying successful and unsuccessful project elements
	11. Detailed knowledge of all products and services
	Profile 7:
	1. Lead the integration of various complex enterprise level servers and systems
	2. Manage and administer servers and systems to ensure system integrity
	3. Plan, design, and implement identified special technology projects
	4. Oversee the evaluation of system performance and recommend improvements
	5. Coordinate the troubleshooting and the support calls with external providers
	6. Manage the preparation of technical and functional documentations for required systems
	7. Coordinate the completion of Standard Operating Procedures for relevant servers and systems
	8. Perform root cause analysis of complex server system problems and provide corrective action
	Profile 8:
	1. Plan and coordinate their products to drive sales and ensure survival in the business world.
	2. Products, each requiring separate branding strategies and approaches, to market effectively.
	3. Meeting with leads to sell our products and services.
	4. Create awareness of and develop the brand you're marketing
	5. Communicate with target audiences and build and develop customer relationships
	6. Conduct market research, for example, using customer questionnaires and focus groups.
	7. Track marketing performance and return on investment and prepare weekly or monthly reports for management
	8. Promotional activities, Organising sales visits
	Profile 9:
	1. Oversee the overall technical operations of the hosting company, ensuring smooth service delivery to clients.
	2. Manage a team of technical professionals, providing leadership, guidance, and support.
	3. Define and implement technical standards, procedures, and best practices for hosting operations.
	4. Monitor server performance, network connectivity, and system availability to ensure optimal uptime.
	5. Collaborate with the infrastructure team to plan and execute capacity expansion and hardware upgrades.
	6. Ensure excellent customer support by promptly addressing technical inquiries and resolving issues.
	7. Maintain a thorough understanding of the hosting services offered, troubleshooting methods, and service-level agreements.
	8. Develop and implement strategies to improve customer satisfaction, response time, and issue resolution.
Service Agreement	No Bond

Recruitment Process	Virtual
How to Apply?	Interested and eligible students need to apply on the link given below latest by 5**:00PM, 14**th **September 2023** **Click here to apply**

My Best Wishes are with you!

Anjani Kumar Bhatnagar
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