



AMITY TECHNICAL PLACEMENT CENTRE

Company Name	Lloyds Ventures
Registration Period Start Date	2023-01-04
Registration Period End Date	2023-01-06
About Company	Lloyds Ventures is the India entity of Lloyds UK set up to expand its outreach globally in the telecom sector. In the business of research and advisory, we help telecom and tech companies with research, intelligence, and benchmarks and seeking a qualified inside sales and business manager who will pitch and establish relationships with billion-dollar brands across Africa, Asia, and the Middle East.
Website	www.lloydsventures.com/careers/
Date Of Campus	2023-01-11
Venue	Virtual
Joining	2023-02-17
Job Title	Business Manager inside sales
Employment Type	Full time
Eligible Degree	
Eligible Branches	MBA (Sales & Marketing)
Eligible Criteria	60% throughout in 10th, 12th UG/PG
Roles & Responsibility	Handle End to End sales cycle from Opportunity generation to Product demo to putting a paycheck on the table (close the deal) ? Generate new leads, identify, and contact decision-makers ? Follow up to generate interest over Audio and Video conference calls (Inside Sales) ? Develop and implement overarching outbound sales and business development strategy, sales processes, structure, and best practices across the company ? Learn and demonstrate the Lloyds product to new prospective

	customers ? Ne
Service Agreement, If Any	NA
Other Skill	Deep knowledge of selling a product in a category-defining company ? Exposure to C-suite professionals from some of the top telecom companies in the industry ? The ability to prospect, demo, and close in a high-paced environment ? Full-stack learning of Sales tools ? Your success is directly proportional to the responsibility you will hold. Benefits and Perks ? Uncapped incentives and bonus plan ? Health benefits are covered for your immediate dependents. ? Frequent company and quarterly team-bu
Package	4 to 6 LPA
Location	Gurgaon
Recruitment Process	CV shortlisting – HR Round – Business Round – Sales Exercise – Director Round
How to Apply	Login to Amizone and go to the respective company then click on "Apply" button to register.
Representative from ATPC(For any Guidance/ Query)	Ms. Sangeeta Berry (sberry@amity.edu)
	[Click Here To Apply]

Best Wishes

Anjani Kumar Bhatnagar

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