



INSTITUTE OF
MANAGEMENT &
TECHNOLOGY

INNOVATIVE • MOTIVATE • TRANSFORM

214, RAJPUR, DEHRADUN

Phone: 0135-2734741, 2734327 Fax: 0135-2734048

Email: info@grdedu.in Web: www.grdedu.in

Ref. No.:-GRD-IMT/P&CA/2021/TP-25

Date: 11/12/2021

PLACEMENT NOTICE
Campus placement drive for MBA
BATCH-(2022 fresher 2021passed out.)

1. Name of Company: FRANCISCAN PVT LTD

COMPANY DESCRIPTION:

- Begun in 2007 and Incorporated in 2007, Franciscan is an ISO 9001:2015 certified company with an average growth rate of 170% every year.
- Franciscan is one of the fastest growing EdTech organizations in the field of Educational ERP for K-12 Schools.
- Our service line primarily includes the School Management System (known as e-Care), e-Communication System and World Class Security Management System for the Companies and other organizations.
- With 1000+ complete Franciscan e-Care Service schools, Franciscan e-Care is currently serving a customer base of 1 million+users.
- Franciscan is headquartered in the National Capital Region (Greater Noida) and operates with a man-power of 300+ employees.

Position: BUSINESS DEVELOPMENT EXECUTIVE

Tools: CRM

JOB DESCRIPTION

- Contact potential or existing customers to inform them about a product or service using scripts.
- Answer questions about products or the company.
- Ask questions to understand customer requirements and close sales.
- Enter and update customer information in the CRM.
- Take and process orders in an accurate manner Maintain sales pipeline with accuracy.
- Handle grievances to preserve the company's reputation. Keep records of sales calls and note useful information.
- Understand our ideal customers and how they relate to our products.

- Create and maintain positive client relationships to build the business.

REQUIREMENTS:

- Master's degree in any Specialization.
- Proven track record of positive sales performance.
- Experience in implementing sales strategies.
- Experience in customer relationship management. Experience in CRM and Cloud Telephony Tools. Experience in Digital Marketing (optional).
- Excellent written and verbal communication skills especially English.
- Have a flair for selling and building relationships with individuals and organizations.
- Excellent persuasion skills, ability to spot opportunities, and go after them with gusto.
- Ability to work independently without supervision. Keen sense of using the internet and telephone as a medium to connect with customers.
- Patience and the ability to tactfully handle customer negotiations.
- Dedication to provide great customer service.

JOB LOCATION: Delhi NCR, Bareilly, Chandigarh, Jaipur, Indore, Kolkata

REMUNERATION:

6LPA of which 3 LPA is fixed and 3 LPA is variable (Performance linked incentives completely based on target achievement). The compensation structure will constitute a fixed base salary and tremendous upside potential through a performance-linked incentive plan.

REQUIRED RESOURCES:

Would be required to maintain a personal laptop, smart cell phone, and good internet connectivity.

SKILLS

- Knowledge of CRM
- Good Communication Skills
- Must have an Experience in Sales
- Good Convincing Power

DATE of Campus Placement: 17/12/2021

Reporting Time & Venue: 9:30 AM at GRD AUDITORIUM



Mr. Kamal Kant Rana
Dean- Placements & Corporate Affairs