

NOTICE

Placement – Microvista Technologies Pvt. Ltd.

Microvista Technologies Pvt. Ltd. is a premier software company with global delivery engine that houses a team of highly inspired, creative, talented and dedicated professionals, who leverage best practices, proven expertise and resources to deliver the best-in-class services and products to their clients. At Microvista people are committed to produce the work that exceeds our clients' expectations. It is this spirit and indomitable urge to excel that keeps them going.

Website ::- www.microvistatech.com

Industries ::- IT Services & IT Consulting

Head Office Location ::- 909-910 Zion Z1, Nr. Avalon Hotel, Sindhu Bhavan Marg, Bodakdev, Ahmedabad, Gujarat 380054.

Company Products ::-

- GST Software
- XBRL
- E – Way Bill Software
- E – Invoicing Software
- GST API
- E – Invoicing & E – Way Bill APIs
- GST Verification API

Job Profile ::- Business Development Officer (BDO)

BDO Position location ::- Ahmedabad, Mumbai, Kolkata, Chennai, Hyderabad, Bangalore.

Experience ::- 0 to 1 Year

Salary ::- 20k to 30k

Qualification ::- MBA Marketing Preferred

Responsibility ::-

- Formulating the Strategies to Increase Client Base. New Client Acquisition and Revenue Generation.
- To explore new opportunities for new business development by thinking innovative and creative.
- To explore opportunities for new business development. B2B Software Sales. End to End Sales.
- Ability to travel in order to see clients, explore new markets and attend conferences and research new market as needed.
- Timely follow-up on all the product leads
- Regular contact with all mapped clients through daily/weekly/monthly calls so as to maintain 100% Renewal Business.
- Ensuring regular updating of work reports in relevant systems.
- Must be Well communicator.
- To explore opportunities for new business development.
- Achievement of Product wise targets, overall targets as per budgets.

**Students interested may revert to Dr. Maulik Rathod (maulik.rathod@raiuniversity.edu)
Placement Coordinator, Rai School of Management Studies by September 04, 2023**

**Rajesh Nair
Training & Placement
Corporate Resource Cell**