

## Invitation to participate in Campus Recruitment – 2018

**Job Title:** Executive / Trainee for Business Development / Sales

**Qualification:**

**For Engineers** - B.Tech / BE - Electronics / Computers / IT / Electronics & Telecommunications

**For MBAs** - MBA/ PGDBM or Equivalent 2 years FT course, specialised in Marketing plus B Tech/ BE in EE/ Computers/ IT/ E&TC at graduation level

**Experience:** 0-2 Years

**Batch:** 2016, 2017, 2018 **Male candidates only**

**Joining date:** Immediate

**Selection process:** Personal interview – technical and HR round

**Basic skills and competencies required:**

- Good Knowledge of Internet and MS Office
- Good communication skills
- Good interpersonal skills
- Should be able to read, write and speak error free English & Hindi + local language of the State

**Roles and Responsibilities:**

- To make cold calls to and generate leads
- Identify business opportunities by identifying prospective customers, analysing their needs and sales options.
- Support branch and distribution sales team in daily activities.
- Develop and execute quarterly and annual sales plans effectively
- Ensure achievement of agreed volume and revenue targets.
- Develop strong relationships with customers, dealers, distributor and other channel partners.
- Gather data of competitors, customer insights to create a better solution offering.

**Company Profile:**

Prama Hikvision (India) Pvt. Ltd. is a Joint Venture with world's leading and China's No.1 Security surveillance product manufacturer Hangzhou Hikvision Digital Technology Ltd. in India.

We are also pioneers in introducing latest technology in Surveillance industry and the leading organizations of the industry in India. Prama Hikvision has been promoted by highly qualified technocrats with rich experience in surveillance and security industry. With commitment to supply high quality and reliable products with excellent unmatched technical support, Prama Hikvision (I) Pvt Ltd. serves to a large loyal network of dealers and system integrators all across India. We believe that quality products and services will lead to very high levels of customer satisfaction, retention and acquisition.

Hikvision Digital Technology Co. Ltd is one of the world's leading suppliers of video surveillance products and solutions. Established in 2001, Hikvision has grown from a small company of only 28 employees, into a global enterprise with more than 5,000 employees, including 1,400 R&D engineers. With the largest R&D team in the industry and the capability for continuous innovation, Hikvision offers products including hybrid DVRs, NVRs, standalone DVRs, digital video servers, compression cards, high-definition IP cameras, and speed domes. These products are used in more

than 100 countries and have been used to secure various security applications around the world. For more information please visit Hikvision's website at [www.hikvision.com](http://www.hikvision.com)

Headquartered in Hangzhou, China, Hikvision has expanded into a global operation with regional branch offices in Los Angeles covering the Americas; Amsterdam covering Europe; and Dubai for the Middle East. There are joint ventures in India and Russia, as well as a maintenance center in Hong Kong.

Rapid growth and exceptional products have seen Hikvision recognized as the number one DVR supplier according to IMS Research's 'World Market for CCTV and Video Surveillance Equipment Report 2011', and listed for three years in a row in 'Security 50' - a market survey recognizing the top 50 security vendors in the global security market (number 10 in 2010). Hikvision is now publicly listed on the Shenzhen Stock Exchange with a market capitalization of \$US5.6 billion.

Please visit India business website : <http://www.hikvisionindia.co.in/>

Please view our corporate video: <https://youtu.be/cap3fzXGHcU>

#### Open Positions & Locations

Location	Open Positions
Mumbai	5
Nagpur	3
Bangalore	3
Hyderabad	5
Vijaywada	3
Chennai	10
Coimbatore	3
Cochin	3
Ahmedabad	6
Surat	3
Chandigarh	3
Ludhiana	3
Delhi	2
Gurgaon	2
Indore	2
Raipur	3
Jaipur	3
Lucknow	2
Dehradun	2
Agra	3
Kolkata	1
Guwahati	1
Patna	1
Ranchi	2
Bhubaneshwar	3

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