



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/ 617

16th June 2023

Sub. Placement opportunity for students of MBA students of GGSIP University passing out in 2023 in the company “Entab Infotech Pvt Ltd”.

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for students of MBA students of GGSIP University passing out in 2023 in the company “Entab Infotech Pvt Ltd” for your reference and circulation to students to apply on given link by **18th June 2023**:

Registration Link – <https://forms.gle/wNGfDNatu6mbBnRd6>

Name of Company: Entab Infotech Pvt. Ltd.

Role: Management Trainees to join sales team

Key Roles and Responsibilities:

- Implementing sales strategies (In-depth Training will be provided).
- Giving demo’s for LMS reach out.
- Schedule the appointment from school Principal/Director for detailed demonstration for the product to achieve the target
- All kind of product promotional activities & presentation in school/hotel seminar.
- Closes new business deals by coordinating requirements; developing and negotiating contracts.
- Prepare a complete sales activity report for regular review
- Travel on regular basis for school visit, individually or with team.
- Protects organization's value by keeping information confidential.
- Drive client acquisition through word-of-mouth, direct contact, and collaboration with the marketing teams to generate leads
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
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Qualification and Skill Requirements

- M.B.A students of GGSIP University passing out in 2023 batch with **science** background. Min 60% marks in Graduation & Post Graduation.
- Proficiency in English
- Faster learning ability and passion for sales
- Strong verbal and written communication
- Excellent phone and presentation skills.
- Proficiency in Microsoft Office
- Good negotiation and problem-solving skills.

Selection Process:

1. Written Test
2. Preliminary interview round
3. HR round

Salary:

- INR 30,000 (Thirty Thousand) per month on probation period of initial six months.
- Between INR 3,60,000/- to 4,80,000/- per annum CTC post completion of probation period, based on performance.

LAST DATE FOR REGISTRATION IS **18^h June 2023**.



(Ms. Nisha Singh)

Training and Placement Officer,
CCGPC, GGSIP University

About Entab

Founded **22 years ago**, Entab is an India-based Software Development Company specializing in providing School Management Software and Mobile Apps. Trusted by more than 1,500 schools across India and overseas, we are considered India's Most Preferred School Management Software.

Our team comprises of more than 500 members, and are spread across 28 states.

Entab's artificially intelligent school management software and mobile apps help in streamlining the tedious administrative tasks and develop a powerful relationship between educators and parents for a child's holistic development. Evolved over 21 years, our award-winning school ERP and school management apps are equipped with the latest technologies such as machine learning and data analytics.

Our new vertical Experiential Learning was finally launched by Fr. J A Carvalho – Director -Fr. Agnel Group of Schools, Delhi -NCR, on September 24, 2022, at “All India Experiential Learning Summit” held at Le Meridien, CP.

Website: www.entab.in

Youtube “Entab”

Youtube link: <https://www.youtube.com/watch?v=JEXwzSVEtuA&t=10s>

Linkedin: <https://www.linkedin.com/company/entab-newdelhi/mycompany/>

Join A Community of Innovators, Thinkers and Tech Enthusiasts

To begin with, you will be hobnobbing with bright, innovative, and thoughtful minds who are invested in empowering K-12 schools with world-class ERP solutions. We are rapidly progressing more than 30 per cent year over year – both in revenue and employee strength. We accelerate your career as fast as our school management system software is growing. Moreover, great ideas emerge within the walls of our office. If you are looking to bring ground breaking ideas, fresh perspectives, and strategic thinking to the table, join us!!

Our Vision

Become a game changer in the ed-tech world with revolutionary K-12 educational and ERP solutions that transform schools from “good” to “best; That transform learners into great champions in life, and add true value to students, teachers, schools and parents.”