



**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/PN/ 535

1<sup>st</sup> May 2023

**Sub. Placement opportunity for B.Tech and MBA students (USS) of GGSIP University of batch passing out in year 2023 in the company “RNF Technologies Pvt. Ltd.”**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for B.Tech and MBA students (USS) of GGSIP University of batch passing out in year 2023 in the company “RNF Technologies Pvt. Ltd.” for your reference and circulation to students to apply on given link by **3<sup>rd</sup> May 2023**:

**Registration Link – <https://forms.gle/AQ1FFC3Q6TMvGhjNA>**

**Name of Organization – RNF Technologies Pvt. Ltd.**

**Positions:**

**1. Management Trainees in Business Development roles**

- Passionate individuals who have an appetite to learn and thrive in a fast-paced environment
- Candidates should be open to working in night shifts
- Transport would be provided

**2. Management Trainee in Conference Sales**

- Passionate individuals who are energetic and have a knack for building relationships.
- Candidates should be open to working in night shifts
- Transport would be provided

**Package:** INR 4.0 LPA + 2 LPA (PLI) (there will be a stipend of 25K for the initial 6 Months)

**Eligibility Criteria:** B.tech (most preferred) and MBA candidates of 2023 passing out batch.

**Bond:** There would be an employment bond of 1 year

**Job location:** Noida

For more information, please find the attached JD.

**LAST DATE FOR REGISTRATION IS 3<sup>rd</sup> May 2023.**

(Ms. Nisha Singh)  
Training and Placement Officer,  
CCGPC, GGSIPU

**Company Profile:**

RNF Technologies was founded in November 2009 in Bangalore, India. We are headquartered in Noida, India, and have a strong presence in the United States with a sales office in Houston, Texas.

Ever since our inception, we have been helping organizations make the most of evolving technology using our web & mobile development services. Our goal from the start has been to ideate, design, develop, and deliver solutions specific to our clients' needs.



## **Job Description: Intern/Management Trainee – Sales and Business Development**

### **Experience and Education Required:**

- \* Experience: Fresher
- \* Under Graduates/Post graduates in IT discipline/MBA

### **Skills required:**

- \* Excellent communication
- \* Good negotiator and ability to think out of the box

### **Job Role:**

- \* Identifies business opportunities by identifying prospects and evaluating their needs; researching and analyzing sales options.
- \* Sells services by establishing contact and developing relationships with prospects; recommending solutions.
- \* Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- \* Understanding the client's requirements and setting up a proper flow for the project execution.
- \* Utilize Sales management methodologies, systems and tools as defined by Company.
- \* Contributes to team effort by accomplishing related results as needed.

### **What to expect?**

The successful candidate can look forward to working with a dynamic growing company with an opportunity to make an impact at various levels and disciplines of the business.

### **Key Points –**

**Industry** – IT/ITES

**Functional Area** – Business Development

**Role** – Management Trainee

**Shift** – Night Shift/ UK Shift



## **Job Description: Management Trainee – Conference Sales**

### **Experience and Education Required:**

Freshers/Under Graduates/Post graduates in Technical discipline/MBA

### **Skills required:**

- Excellent communication
- Good negotiator and ability to think out of the box

### **Job Role:**

- Reaching and identifying prospective customers through various channels such as inside sales, marketing, conference, and referrals in the US, UK region.
- Taking care of the revenue generation from events such as conferences, exhibitions, and trade shows.
- Act as a first contact point for all “warm” customer leads generated through marketing and developing strong relations/repo with them.
- Responsible for generating new business and increasing revenue from new and existing conference clients.
- Effectively communicate the value of conferences to other executives who are potential clients.
- Responsible for collecting payments on closed sales pre/post events Handling the international conference along with on-site opportunities to visit the countries across the globe.
- Contacting key clients & decision-makers with a goal of selling Delegate nomination passes that are specific to the client & business development requirements and strategic goals and proactively selling on own accounts as well.
- Designing and implementing delegate sales revenue plans and numbers Acquisition of new accounts and growing business from existing clients.
- Media tie-ups and Marketing along with the speaker acquisition.

### **What to expect?**

- The successful candidate can look forward to working with a dynamic growing company with an opportunity to make an impact at various levels and disciplines of the business.

### **Key Points –**

- Industry – IT/ITES
- Functional Area –Business Development