



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/2024/ 967

23rd April 2024

Sub. Placement opportunity for B.Tech/ B.Tech+MBA students of GGSIP University of the batch passing out in year 2024 in the company “Real Time Data Services Pvt. Ltd.”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for B.Tech/ B.Tech+MBA students of GGSIP University of the batch passing out in year 2024 in the company “Real Time Data Services Pvt. Ltd.” for your reference and circulation to students to apply on given link by **24th April 2024**.

Registration Link – <https://forms.gle/PqnH57gPkh17TNbaA>

Name of Company – Real Time Data Services Pvt. Ltd.

Profile: Cloud Sales Representative.

S.No	Profile	Stipend	Eligibility Criteria	Employment Type	Internship Duration
1	Cloud Sales Representative	INR 20,000	B.Tech / B.Tech + MBA	Internship	3 months

NOTE: Candidate will get permanent role as per their performance after completion of the 3 months Internship. The package would be revised after getting permanent as per below mentioned details:

Education	Package
B.Tech	6 LPA (30% variable included)
B.Tech + MBA	7 LPA (30% variable included)

Selection: The selection process contains the following stages, and each stage has significant weightage and combinedly impact the selection of the students.

1. Group Discussion
2. IQ Test and Sales Aptitude Test
3. Performance during Interview

Location: Gurugram

LAST DATE FOR REGISTRATION IS **24th April 2024**.

(Dr. Nisha Singh)
Training and Placement Officer
CCGPC, GGS IP University

JOB DESCRIPTION OF CLOUD SALES REPRESENTATIVE

This role involves providing consultation and solutions to meet the clients' cloud computing, related requirements. The job profile involves technology sales.

Position Name	Business Unit & Cost Centre	Professional Experience
Cloud Sales Representative	Cloud Hosting/Sales	Fresher
Job Location	Reporting To	Education
Gurugram, Haryana	Sales Manager	B.Tech / B.Tech+MBA

Key Functional Responsibilities

- Generate leads via outreach efforts via LinkedIn, calls, emails, client referral and partner networks.
- Primarily responsible to establish and develop good relationships with prospective clients to make successful sales.
- Rightly recommending best solutions with strong focus on product's unique selling proposition to the client.
- Developing the regional base of active customers – upselling and cross-selling
- Meeting company revenue targets and goals for both fresh revenue and other revenue types.
- Maintain Strict Follow up routine and maximize potential revenue by increasing ticket size.
- Work on client retention and contract renewals
- Develop relationships with all accounts and develop key relationships with strategic accounts.
- Understand the competitors' product and their USP to strategically place the company's product in the mind of the customer.
- Identify areas where company can improve customer satisfaction and repeat business, then communicate those issues and possible solutions to management.

Skill Requirement

- Strong written and verbal communication skills.
- Passionate about sales and achieving sales targets.
- Approach to learn about company's technical product and its features.
- Ability to work in a high-stress sales environment and multitask.
- Should be comfortable in US Shifts.

COMPANY INTRODUCTION

About us

Operating for over a decade and headquartered in the tech city, Gurugram, Real Time Data Services Pvt Ltd. is a group of companies thriving in the domain of global information technology by serving clients in the field of Cloud Computing, Telecommunications and Unified Communication as a Service (UCaaS). RTDS group consists of reputed businesses competing in the Indian, UK, and US markets, including Acefone (<https://www.acefone.com>) and Servetel (<https://www.servetel.in>), which are cloud communication providers; and Ace Cloud Hosting (<https://www.acecloudhosting.com>), which is a cloud hosting service. Our global tier-1 network and range of integrated data centres empower us to provide flawless services to global customers spread across the world via Managed Hosting Services, Managed Storage and Back Up, Managed Database and Co-location. Our expertise in cloud computing, cloud telephony & other IT services allows us to deliver solutions that simplify the business and enhance their performance.

Official Website: <https://www.myrealdata.in/>

Official Website: <https://www.acecloudhosting.com/>

Our offered solutions

- Accounting and business applications on the cloud
- Server virtualization and consolidation solutions for building private clouds
- Cloud-based communication services to connect within organizations
- Provide a lean, scalable, bespoke and cost-effective telecommunication service to help businesses expand their businesses.

We believe strongly that the space between Next and Now is “How”. How we ensure we are one step ahead of what the businesses need is by exploring and creating new frontiers. Converting technology trends into advantages for our clients is our forte and with our offerings we help enable our clients- business in their pursuit of “Next”.

Credentials

- More than 6,000 Clients globally
- Technology Partners of TATA to launch hosted Contact Centre Services
- Microsoft Direct Partner under the CSP Program
- Intuit authorized Commercial Hosting Provider
- Registered NASSCOM, Internet Telephony Services Providers’ Association in UK
- User Favourite Award by Accountex USA in 2016, ‘Great User Experience Award’ by Finances Online in 2018, K2 Quality Award for Customer Satisfaction in 2019, VMware Accelerating Cloud Provider Partner Award 2020
- 8 Data centres located across USA

What’s in it for you? / Why work for us?

- Work in an autonomous, agile, and dynamic environment.
- Performance driven, rewarding and respectful work culture.
- Ample opportunities to learn and grow.