

NARSIMHA REDDY ENGINEERING COLLEGE

TRAINING & PLACEMENT CELL

DT : 13TH May 2019.

CIRCULAR

Techmahindra will be conducting pool campus recruitment drive for B.Tech final year students on 21st May 2019 at Narsimha Reddy Engineering College and selected students joining date 27th May 2019. Interested students will register through the link <http://nrcmec.org/PlacementDrives.html> or NRCM website www.nrcmec.org. The Companies, Job Profiles, Salary range and other details are under given below.

Company Name: Techmahindra

Venue : Seminar Hall, III Floor, ABK Block, NRCM.

Date of Drive : 21-05-2019 (Tuesday)

Student Reporting Time : 9.30AM

A brief about the company: Tech Mahindra represents the connected world, offering innovative and customer-centric information technology experiences, enabling Enterprises, Associates and the Society to Rise™. We are a USD 4.9 billion company with 121,840+ professionals across 90 countries, helping over 935 global customers including Fortune 500 companies. Our convergent, digital, design experiences, innovation platforms and reusable assets connect across a number of technologies to deliver tangible business value and experiences to our stakeholders. Tech Mahindra is the highest ranked Non-U.S. company in the Forbes Global Digital 100 list (2018) and in the Forbes Fab 50 companies in Asia (2018). We are part of the USD 21 billion Mahindra Group that employs more than 200,000 people in over 100 countries. The Group operates in the key industries that drive economic growth, enjoying a leadership position in tractors, utility vehicles, after-market, information technology and vacation ownership.

A brief about the role:

Job Title: Inbound / Outbound Sales Agent

CTC : 2.5LPA

Days : 5 days working

Shift : 24*7

Location : Pune

Process : Telecom

Education: Graduate in any discipline(No Active backlogs)

Roles & Responsibilities:

- Display empathy by listening to the customers and use relevant questions to discover customer's need
- Recognize customer's emotions and connect with them through engaging conversation
- Make conversations easy so that customers clearly understand the information and the outcome delivered on the call
- Make a pitch that is valuable to the customer, by effectively selling the benefits of the product / offer basis customer requirements
- Manage customer objections to the pitch and close the sale effectively by providing relevant information for the customer to make an informed decision
- Take end to end ownership of the customer's issue and follow through commitments made
- Demonstrates concern for meeting customers' needs in a manner that provides satisfaction to the customer
- Seeks ways to continuously improve customer satisfaction with quality and on-time delivery of commitment

Interview Process:

1. HR Screening
2. Versant
3. Online test
4. Ops round

P. Hanumntha Rao
Director-IR, NRCM

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