****

**QUANTUM UNIVERSITY**

**Mandawar (22 Km Milestone), Roorkee – Dehradun Highway (NH 73)**

**ROORKEE – 247 662**

**NOTICE**

**Department of Training & Placements**

Dated: 20.07.2021

C-Zentrix will be conducting placement drive for MBA HR/ B.TECH CSE/ BBA/B.COM/BCA/MCA 2021 PASSOUT students of Quantum University, Roorkee.

**Registration Link:-** [**https://docs.google.com/forms/d/e/1FAIpQLSfGp-**](https://docs.google.com/forms/d/e/1FAIpQLSfGp-kDnUzvIe0CYmHVVB_YNtNKgorF76P8-enfZGEB5BQCwQ/viewform?usp=pp_url)

**Link will expire tomorrow at 11:30 AM**

Details are as follows.

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| --- | --- |
| Company Name | C-Zentrix |
| Company Website | <https://www.c-zentrix.com/> |
| About Company | We are looking for young and dynamic freshers who believe in innovating and making a difference, not just in their lives but also for the betterment for the society. We want to hold their hand, nurture their skill sets and make then grown in C-Zentrix. |
| Requirement & Skills | 1. **Jr. Software Engineer (PHP)**   Write high standard codes, in a timely and scalable way that improves the code-base of our products in meaningful ways.  Be part of a creative team that is responsible for all aspects of the ongoing software development from the initial specification, through to developing, testing and launching.  Communicate, present, negotiate and refine your messages to the people you work with to sell and gather adoption of your idea.  Deliver and understand how to take your design to code and how it translates when in the hands of users.  Experience in core PHP  Good knowledge of web technologies including HTML, CSS, Javascript,  jquery, AJAX etc.  Good knowledge of relational databases like My SQL, version control tools and of developing web services  Passion for best design and coding practices and a desire to develop new  bold ideas.  Strong coding skills in PHP, Redis, Queues  Should have UI knowledge - competent to write full stack coder, knowledge in React and GoLang.  WebSocket development knowledge is a must.  OS: Linux  Excellent interpersonal, verbal, and written communication skills   1. **Software Tester/QA Engineer**   Meeting with system users to understand the scope of projects  Working with software developers and project support teams  Identifying business requirements  Project planning  Monitoring applications and software systems  Stress testing  Performance testing  Functional testing  Writing and executing test scripts  Running manual and automated tests  Testing in different environments including web and mobile  Writing bug reports  Reviewing documentation  Working towards departmental and project deadlines  Quality assurance  Providing objective feedback to software development project teams  Traveling to different project sites  Good Knowledge in JAVA  Solid knowledge in SQL  Strong verbal and written communication skills with the ability to liaise with a variety of stakeholders  Problem solving skills  The ability to work under pressure  Attention to detail  Competent technical skills  Aability to work in a team and individually  Organizational skills with the capability of working towards tight deadlines  Passion for technology.   1. **Jr. Software Engineer(Cloud)**   Troubleshoot, test and maintain the core product software and databases to ensure strong optimization and functionality  Contribute in all phases of the development lifecycle  Follow industry best practices  Develop and deploy new features to facilitate related procedures and tools if necessary  Proven software development experience in PHP  Demonstred knowledge of web technologies including HTML, CSS, Javascript, jquery, AJAX, reactJS etc.  Good knowledge of relational databases like MYSQL, version control tools and of developing web services  Experience in common third-party APIs (Google, Facebook, Ebay etc)  Passion for best design and coding practices and a desire to develop new bold ideas   1. **Software Developer (PYTHON)**   Working on live projects that are currently being developed in our company.  Delivering scalable, low latency, and high-performance ML solutions, usage of python,  for different products  Building ML pipelines end-to-end, including stages such as data pre-  processing, model generation, cross-validation, and active feedback  Building efficient systems for processing large amounts of data; be proficient with distributed programming frameworks like Linux  Driving solutions and implementation leveraging different open source  libraries and distributed systems  Working closely with Data  and come up with scalable system and model  architectures for enabling real-time ML/AI services  Liaisoning with  engineers from other product teams to build solutions and drive adoption  Strong knowledge in Data structures and algorithms, Database concepts  Good oral and written communication skills, analytical and problem-solving skills  Hands-on programming experience in JVM languages and Python  Experience in building scalable, high-performance, low latency systems  Background in big data tech, streaming applications and knowledge regarding open source  Prior experience in building and deploying ML systems   1. **Software Engineer (C)**   Write high standard codes, in a timely and scalable way that improves the  Code-base of our products in meaningful ways.  Be part of a creative team that is responsible for all aspects of the ongoing software development from the initial specification, developing and launching.  Extremely good programming skills in C and C++  Very good knowledge in Telephony Engine, VOIP, PRI networks.  Very good programming knowledge in Python  WebSocket development knowledge is a must.  Very good knowledge in the backend technology - MySQL, PHP, JavaScript, Redis, Queues.  OS:Linux  Excellent interpersonal, verbal, and written communication skills   1. **Jr. Executive HR: MBA HR**   Looking for a hardworking candidate who has the ability to be a people’s person, have very good listening and understanding skills, is a quick learner, ability to resolve queries/issue, be innovative, be empathetic and helpful, very polite, not prone to anger and has got good mathematical abilities.   1. **Project Manager**   Maintaining and monitoring project plans, project schedules, work hours, budgets and expenditures, if applicable.  Organizing, attending and participating in project meetings.3  Documenting and following up on important actions and decisions from meetings.  Preparing necessary presentation materials for meetings.5)  Following up with every project team member and ensuring project deadlines are met.  Analytical skills to forecast and identify trends and challenges  Excellent management skills (working with Remote Teams).  Excellent presentation skills, negotiation skills, and communication skills.  Planning, design, and implementation of marketing plans/strategies  competent in using Microsoft Office applications such as Word and Excel,  and have good verbal, written, and presentation skills.   1. **Marketing Manager**   Creating in-bound marketing strategies to increase online traffic to the organization’s website  Tracking the conversions and key metrics  Taking care of everything from SEO, SEM to Social Media Marketing for lead generation  Drive Account Based Marketing in conjunction with sales team for key accounts  Creating Social Media Marketing strategies to create a brand name in Social Media and raise awareness  Improving the user experience on the company’s website(Includes design, content and usability)  Evaluating competitor’s Digital Marketing strategies and creating plans to overtake them  Connect and manage with Influencer for different marketing initiative  Responsible for initiating and developing marketing collaterals  Event planning and outbound marketing initiatives for branding and demand generation  Manage marketing budget  **Main KPIs**  No. of Marketing Qualified Leads Generated  No. of Blogs and Case Studies Published  No. of Webinars Conducted and Engagement  Social Media Engagement - No. of Followers and Engagement  Website Traffic month on month  ROI from PPC Campaign Conducted  ROI from Events/Conference  Media Mentions  Excellent analytical skills.  Excellent management skills (working with Virtual Teams).  Excellent presentation skills, negotiation skills and communication skills.  Planning, design and implementation of marketing plans/strategies  Must pay close attention to detail, slow flexibility and work under tight deadlines  Experience in lead generation &amp; nurturing through digital channels  Able to operate in a fast paced and changing market environment  Knowledge of latest social media tools, Google analytics, Social Media Skills Data/Analytical Skills,  Knowledge of market trends and Storytelling skills  Ability to use own initiative and pay close attention to detail**.**   1. **Inside Sales Executive**   Prospect and build pipeline via outbound calling, email communications and nother direct marketing methods.  Qualify all sales leads, allocate as appropriate, and drive leads through the sales process by initiating face-to-face appointments with Direct Sales team.  Meet daily, weekly, and monthly phone and email communication goals in accordance with strategic plan.  Act as a bridge between Marketing and Sales. Be cognizant of each  marketing initiative, and work toward set objectives.  Find out ways to generate new leads.  Following up with prospects received through inbound campaigns.  Understand prospects needs and requirements.  Research accounts, identify key stake holders and generate interest.  Maintain and expand database in your given territory.  Experience in lead nurturing, lead generation, and appointment setting.  Strong Internet research skills required.  Able to operate in a fast paced and changing market environment.  Strong communication skills in all forms including written, oral, email,  telephone, and social.  Ability to use own initiative and pay close attention to detail.  A positive attitude to dealing with people.  Capable of working independently and having responsibility as an individual.  Ability to identify new business opportunities using relevant research tools / sector specific targeting and cold calling.   1. **Client Support Consultant**   Maintain a positive, empathetic and professional attitude toward customers at all times.  Respond promptly to customer inquiries.  Communicate with customers through various channels.  Acknowledge and resolve customer complaints.  Know our products inside and out so that one can answer questions.  Keep records of customer interactions, comments and complaints.  Communicate and coordinate with Internal departments as and when  necessary.  Provide feedback on the efficiency of the customer service process.  Ensure customer satisfaction and provide professional customer support.  Excellent communication skill (Written/Oral).  Proven customer support experience or experience as a client service  representative  Work under pressure/troubleshooting  Strong phone contact handling skills and active listening  Familiarity with CRM systems and practices  Customer orientation and ability to adapt/respond to different types of  characters  Excellent presentation skills  Ability to multi-task, prioritize, and manage time effectively   1. **Sales Coordinator**   Working with each team like sales/finance/Project Management to get the right data and reports on their weekly achievements and weekly progress  Preparing daily/weekly/monthly reports around the collected data and reports for the consumption of the CEO on a daily basis to monitor the progress of these teams minutely  Prepares reports by collecting, analyzing, and summarizing information.   1. **Sales/Business Development Executive**   Generate leads through calling to get to the right CxO Level Contact.  Perform secondary research to gather information about the contacts, assess competitors by analyzing and summarizing competitor information and trends; identifying sales opportunities.  Engage with IT Head/CIO to understand the current technology deployed and business applications used in organization with a perspective of understanding gaps.  Pitch for our Products and Services to schedule an appointment.  Excellent phone communication and business correspondence skills.  Should have prior experience in Solution Selling/ IT Sales / Software Sales  Clear, concise and compelling written and verbal communication skills.  Market Analysis, competition tracking, Lead generation   1. **Technical Consultant (Presales)**   Product demo to prospects, Understanding changes, Configuring product,  Training to customer.  Documentation, coordinating project with the Development team.  Ownership, elicitation and documentation of business needs and business requirements.  Act as primary requirements go-to person during the design and build phase of projects.  Ownership, delivery and documentation of functional requirements and  specifications  Liaise between Client Services, UX, Strategy and Technology teams to  ensure quality solution  Meeting clients to understand their CRM and process requirements  Translate client requirements into system configuration and custom  developments and prepare an achievable delivery schedule  Documentation of internal requirements and solution sets as applicable.  Keep a close track on work in progress, customer complaints and accounts receivables.  Create business presentations, and to prepare software requirement  Specifications.  Understand technical requirements of clients and help the team to execute it in the best possible way.  Build and leverage relationships with existing clients through proactive,  creative and ongoing client service to ensure retention of clients. |
| Eligibility Criteria | MBA HR/B.TECH CSE /BBA/B.COM/BCA/MCA 2021 Passouts. |
| Designation | **Technical**   1. **Jr. Software Engineer (PHP)** 2. **Software Tester/QA Engineer** 3. **Jr. Software Engineer(Cloud)** 4. **Software Developer (PYTHON)** 5. **Software Engineer (C)**   **Non Technical**   1. **Jr. Executive HR: MBA HR** 2. **Project Manager** 3. **Marketing Manager** 4. **Inside Sales Executive** 5. **Client Support Consultant** 6. **Sales Coordinator** 7. **Sales/Business Development Executive** 8. **Technical Consultant (Presales)** |
| Package Offered | **Technical and MBA HR**  Stipend for trainees: Rs.10,000/- per month  No stipend would be given to interns.  After 6 months of traineeship (if they come up the learning curve) they would come on board with a CTC of Rs.2.5 lac per annum.  **Non Technical**  Stipend for trainees: Rs.10,000/- per month  **We shall be giving the candidates a city allowance of Rs.5000/- over and above their stipends for moving to Bangalore**.  **It shall be stopped once we take them on board with a CTC of 2.50 lac per annum**. |
| Selection Procedure | Online/Offline |
| Job Location | Jr. Software Engineer (PHP)/Software Tester/QA Engineer/Jr. Software Engineer(Cloud)/Software Developer (PYTHON)/Software Engineer (C)/  Jr. Executive HR: MBA HR:- **Gurgaon**  Project Manager/Marketing Manager/Inside Sales Executive/Client Support Consultant/Sales Coordinator/Sales/Business Development Executive/Technical Consultant (Presales: - **Bangalore**. |
| Recruitment Date | After registration |
| Venue | Online/Offline |