****

**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.

|  |  |
| --- | --- |
| 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 PHPGood 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 servicesPassion for best design and coding practices and a desire to develop newbold ideas.Strong coding skills in PHP, Redis, QueuesShould 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 skills1. **Software Tester/QA Engineer**

Meeting with system users to understand the scope of projectsWorking with software developers and project support teams Identifying business requirementsProject planningMonitoring applications and software systemsStress testingPerformance testingFunctional testingWriting and executing test scriptsRunning manual and automated testsTesting in different environments including web and mobileWriting bug reportsReviewing documentationWorking towards departmental and project deadlinesQuality assuranceProviding objective feedback to software development project teamsTraveling to different project sitesGood Knowledge in JAVASolid knowledge in SQLStrong verbal and written communication skills with the ability to liaise with a variety of stakeholdersProblem solving skillsThe ability to work under pressureAttention to detailCompetent technical skillsAability to work in a team and individuallyOrganizational skills with the capability of working towards tight deadlinesPassion for technology.1. **Jr. Software Engineer(Cloud)**

Troubleshoot, test and maintain the core product software and databases to ensure strong optimization and functionalityContribute in all phases of the development lifecycleFollow industry best practicesDevelop and deploy new features to facilitate related procedures and tools if necessaryProven software development experience in PHPDemonstred 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 servicesExperience in common third-party APIs (Google, Facebook, Ebay etc)Passion for best design and coding practices and a desire to develop new bold ideas1. **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 productsBuilding ML pipelines end-to-end, including stages such as data pre-processing, model generation, cross-validation, and active feedbackBuilding efficient systems for processing large amounts of data; be proficient with distributed programming frameworks like LinuxDriving solutions and implementation leveraging different open sourcelibraries and distributed systemsWorking closely with Data  and come up with scalable system and modelarchitectures for enabling real-time ML/AI servicesLiaisoning with  engineers from other product teams to build solutions and drive adoptionStrong knowledge in Data structures and algorithms, Database conceptsGood oral and written communication skills, analytical and problem-solving skillsHands-on programming experience in JVM languages and PythonExperience in building scalable, high-performance, low latency systemsBackground in big data tech, streaming applications and knowledge regarding open sourcePrior experience in building and deploying ML systems1. **Software Engineer (C)**

Write high standard codes, in a timely and scalable way that improves theCode-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 PythonWebSocket 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 skills1. **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.3Documenting 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 challengesExcellent management skills (working with Remote Teams).Excellent presentation skills, negotiation skills, and communication skills.Planning, design, and implementation of marketing plans/strategiescompetent 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 websiteTracking the conversions and key metricsTaking care of everything from SEO, SEM to Social Media Marketing for lead generationDrive Account Based Marketing in conjunction with sales team for key accountsCreating Social Media Marketing strategies to create a brand name in Social Media and raise awarenessImproving the user experience on the company’s website(Includes design, content and usability)Evaluating competitor’s Digital Marketing strategies and creating plans to overtake themConnect and manage with Influencer for different marketing initiativeResponsible for initiating and developing marketing collateralsEvent planning and outbound marketing initiatives for branding and demand generationManage marketing budget**Main KPIs**No. of Marketing Qualified Leads Generated No. of Blogs and Case Studies PublishedNo. of Webinars Conducted and EngagementSocial Media Engagement - No. of Followers and EngagementWebsite Traffic month on monthROI from PPC Campaign ConductedROI from Events/ConferenceMedia MentionsExcellent analytical skills.Excellent management skills (working with Virtual Teams).Excellent presentation skills, negotiation skills and communication skills.Planning, design and implementation of marketing plans/strategiesMust pay close attention to detail, slow flexibility and work under tight deadlinesExperience in lead generation &amp; nurturing through digital channelsAble to operate in a fast paced and changing market environmentKnowledge of latest social media tools, Google analytics, Social Media Skills Data/Analytical Skills,Knowledge of market trends and Storytelling skillsAbility 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 eachmarketing 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 whennecessary.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 servicerepresentativeWork under pressure/troubleshooting Strong phone contact handling skills and active listeningFamiliarity with CRM systems and practicesCustomer orientation and ability to adapt/respond to different types ofcharactersExcellent presentation skillsAbility to multi-task, prioritize, and manage time effectively1. **Sales Coordinator**

Working with each team like sales/finance/Project Management to get the right data and reports on their weekly achievements and weekly progressPreparing 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 minutelyPrepares 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 SalesClear, concise and compelling written and verbal communication skills.Market Analysis, competition tracking, Lead generation1. **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 andspecificationsLiaise between Client Services, UX, Strategy and Technology teams toensure quality solutionMeeting clients to understand their CRM and process requirementsTranslate client requirements into system configuration and customdevelopments and prepare an achievable delivery scheduleDocumentation 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 requirementSpecifications.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 monthNo 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  |