

NOTICE

Department of Training & Placements

Dated: 25.09.2021

ZunRoof Will conducting a placement drives for B.Tech ME/CIVIL/EE, MBA, BBA, B.COM 2022 Pass Outs students of Quantum University, Roorkee.

Registration Link: - https://docs.google.com/forms/d/e/1FAIpQLSeNQJOkVg-A7koABzwZL52T-08b4nBwBlzKUdRbdWsWrquH-w/viewform?usp=pp_url

Link will expire on 27th September 2021 at 12:00 PM

Details are as follows.

Company Name	ZUNROOF
Company Website	https://www.zunroof.com/
About Company	ZunRoof is a home-tech company, powered by a mix of Image Processing, Virtual Reality, IOT and Data Analytics. They are solving energy issues of India by using un-utilized rooftops for solar, and by providing sense and control of every appliance in one's house through in-house developed IoT-enabled hardware and accompanying apps.
Requirement	Identify opportunities and generates sales for company solar offerings Lead the retail sales for Solar products (Solar Products like solar panels, inverters, batteries etc.) in your assigned region through retailer/ distributor Generate sales-ready meetings and qualified opportunities by rigorously prospecting and researching the market Striking and initiating conversations with relevant personas of companies in to generate sales-ready meetings and qualified opportunities Being the face of company and introducing the company & product to the prospects to build funnel Write creative communication (emails/ In mails) to grab the attention of prospects Ideate and innovate methods to improve Solar sales Enthusiastically working on outbound activities, representing us in a highly professional manner Working closely with the Marketing in order to build campaigns that ensure lead quality and quantity Participating in marketing campaigns and events Knowledge of MS Office Excellent selling, communication and negotiation skills Relationship management skills and openness to feedback
Eligibility Criteria	B.Tech ME/CIVIL / EE /MBA/BBA/B.COM 2022 Pass outs
Designation	Associate, Sales
Package Offered	CTC range: 3.3 LPA + 0.6 LPA (Avg Incentive) Perks: 3 months appraisal cycle No. of working days per week: 6
Selection Procedure	Online /Face to Face
Job Location	NCR, JAMSHEDPUR , Patna, Kolkata , Gurgaon
Recruitment Date	After registration
Reporting Time	9.00 AM
Venue	Online/ Offline