

Training & Placement Cell
Dr. B. R. Ambedkar University Delhi
Room No.23, Kashmere Gate Campus
Delhi-110006
Email: placements@aud.ac.in

Sub: - Placement opportunity for UG students of Dr. B. R. Ambedkar University Delhi passing out in 2023 in “Nimbus Post Pvt. Ltd.”.

Please find the below details of placement opportunity for UG students of batch passing out in 2023 in “**Nimbus Post Pvt. Ltd.**” for your reference and circulation to students to apply on given link by 24.05.2023.

Registration Link:- <https://forms.gle/Yj8wuZPVN2SUtMaA6>

Name of the organization: - Nimbus Post Pvt. Ltd., www.nimbuspost.com.

About the organization: -

Nimbus Post is an advanced tech-enabled shipping platform trusted by over 60000+ global sellers. Nimbus Post offerings ensure a swift shipping solution for various business requirements. It is the fastest growing community of start-ups and entrepreneurs coming together for quick and hassle-free shipping solutions with eclectic reach and reliable customer support. The present shipping solutions lack in providing transparent information for businesses to make an informed decision. Nimbus Post bridges that gap to facilitate a decision backed up with reasons. Nimbus Post brings together all the courier partners on one platform to help customers pick the best, suiting their requirements after comparing the offerings from each. Headquartered in Gurugram, Haryana, Nimbus Post are currently serving across more than 27000+ pin codes, with 60000+ happy clients. Company Website - www.nimbuspost.com.

About the Job Profile: -

- Inside Sales Executive

Roles and responsibilities: -

- Take 100% ownership for initial stages of sales development cycle: new business research, preliminary needs assessment/analysis and initial introduction and online product demonstrations.
- Actively build, manage, and report on sales pipeline build up using Web based CRM.
- Establish, develop, and maintain positive business and customer relationships
- Understanding customer needs and requirements.
- Sourcing new sales opportunities through inbound/outbound lead follow-up and emails.
- Determine customer requirements and expectations to recommend specific products and solutions.
- Achieve agreed upon sales targets and outcomes within schedule.
- Maintain and expand your database of prospects.
- Perform effective online demos to prospects.

Preferred skill set:

- Excellent Communication skills,
- Training experience in sales,
- Good Presentation skills

Salary:

- Annual Salary - 4.5LPA

Location:

- Gurgaon

Qualifications:

- Graduation

ONLY ELIGIBLE AND INTERESTED STUDENTS OF DR. B. R. AMBEDKAR UNIVERSITY DELHI ARE ADVISED TO APPLY.

-Sd-
(Mr. Sachit Sharma)
Assistant Registrar
Training & Placement Cell