



**RAJKIYA ENGINEERING COLLEGE**  
**KANNAUJ, (UP)-209732**  
(A Government Engineering College)

Ref. 35 /T.P.O. /R.E.C./Kannauj/2024-25

Date: 21.10.2024

**Notice**

Nicheby will conduct a recruitment drive for B.Tech students from the 2025 passing batches for Tech and Non-Tech profiles in esteemed partner organizations like Vyasa, Smile India Trust, Sumridhi, and others, with a CTC ranging from 1.8 to 6 LPA. It is mandatory for all eligible students to fill out the registration form for Nicheby by **October 25, 2024**.

Interested candidates from the B.Tech 2025 passing batch can register using the link provided below. Further information regarding the companies and work profiles can be found in the link below.

**Eligibility Criteria:**

- B.Tech students from the 2025 passing batches.

**Registration Link-** <https://nicheby.com/student/registration>

**In-charge**  
Training & Placement

**Copy to: –**

1. Director Ma'am, for her kind Information.
2. Registrar Office.
3. All the Head of Departments.
4. All Departmental coordinator.
5. All Notice Board.

**In-charge,**  
Training & Placement

## Job 1- PFB the job description for Code Vyasa

We are seeking an energetic and outspoken **Sales Executive** to drive sales and revenue growth. Your primary focus will be identifying business opportunities, upselling services, and ensuring customer satisfaction. You will act as a trusted advisor to clients, understanding their needs and providing tailored solutions.

### Responsibilities

- Create compelling sales pitches and presentations that showcase the value proposition of our products/services.
- Work closely with existing clients, leading client relationships, and handling contract and agreement negotiations.
- Establish and maintain strong relationships with potential clients, understanding their needs and pain points.
- Collaborate with clients to identify solutions and tailor offerings to meet their specific requirements.
- Maintain accurate records of sales activities and track progress using CRM tools.

### Qualifications

- Bachelor's degree in Business, Marketing, or a related field.
- Proven experience in business development, sales, or a client-facing role. B2B(SaaS) is plus. (0-3yrs experience)
- Strong communication and interpersonal skills.
- Self-driven and goal-oriented with a knack for identifying new business opportunities.
- Ability to build rapport quickly and establish trust with clients.
- Proficiency in using CRM software and sales tools.

Location: Noida (Work from office)

Preference: Female

CTC-upto 6lpa

Job 2-

**We are seeking a dynamic and motivated Lead Generation Executive to join our team at CodeVyasa. As an Executive, you will play a critical role in generating leads and expanding our client base. If you are someone with a passion for communication, strong persuasion skills, and a knack for building relationships over the phone, we want to hear from you!**

Key Responsibilities:

**Make 120+ outbound calls daily to identify and engage potential clients.**  
**Research target markets to generate leads and expand the client base.**  
**Initiate and maintain meaningful conversations to understand prospects' business needs.**  
**Effectively communicate CodeVyasa's IT services, solutions, and value propositions.**  
**Achieve monthly and quarterly targets for lead generation and client acquisition.**  
**Collaborate with the sales team to ensure smooth transitions from lead generation to closure.**

Key Requirements:

**Prior experience in telecalling or a similar role.**  
**Excellent communication skills**  
**Ability to handle high-volume outbound calls.**  
**Strong listening skills and the ability to understand client needs.**  
**Familiarity with CRM tools is a plus.**

Location: Noida Sector-62  
CTC: Upto 3lpa

Job 3

**Organization - Smile India Trust**

**Profile - Client Relationship Associate (CRA)**

**Qualification - Graduation Completed**

**Experience - Freshers**

**Skills - Excellent communication skills**

**Location- A100 Sec 4,Noida Near Sector 16 metro station**

**Salary- For Freshers**

**Salary 15,100k including ESI Card + 500 Attendance Bonus  
+ good incentives**

**Candidate Required: 30**

Job 4-

We are Seeking 4 Candidates for Sales Executive Role in our Organization.

**Sumridhi.in** is a leading financial advisory firm dedicated to empowering individuals and businesses with expert guidance and tailored solutions. With a strong foundation in the BFSI sector, our team of seasoned professionals leverages decades of experience to navigate complex financial landscapes.

**Our Mission:** To simplify financial management and drive sustainable growth by providing exceptional advisory services that align with our clients' unique need and goals.

**Our Approach:**

- **Personalized Solutions:** We understand that every client is unique, and we tailor our strategies accordingly to address specific financial challenges and opportunities.
- **Ethical Conduct:** Integrity and transparency are at the core of our business philosophy. We adhere to the highest ethical standards to build trust and credibility.
- **Data-Driven Insights:** Our approach is backed by data-driven analysis and market research, enabling us to provide informed recommendations.

**Our Services:**

- **Wealth Management:** Comprehensive financial planning, investment strategies, and portfolio management.
- **Retirement Planning:** Personalized retirement solutions to ensure a comfortable and secure future.
- **Tax Planning:** Optimizing tax efficiency and minimizing tax liabilities.
- **Insurance Solutions:** Tailored insurance coverage to protect life, health & assets, and business insurance solutions to mitigate risks.

CTC- 1.44 LPA Fixed + 1.2- 2 LPA Variable

*and Many more such Opportunities are available for applying.*

**\* If you need any assistance you can contact us at the given Number +91-9711551157.**