

Job Description "Bhopalone"



Hi,
Greetings for the day!!!

We would like to introduce our self as Bhopalone website and software developing company. We are looking for increasing our team strength and would like to hire candidates, in Marketing and HR domain for 2017 and 2018 graduating candidates.

We would like you to have a brief description about us, as we started our operation in Bhopal six years from now and we are heading into our 7th year of incubation. Please visit www.theone.today and www.bhopalone.com for details.

We cater to complete software solution in the industry including the following services.

- Product Based software solution.
 - Real-Comrade our Software product for builder.
 - EDU-COM our software product for School/Colleges.
 - Stay Secure our software product for Hostel.
 - DOC-Connect our software for Hospital.
 - www.theone.today our product for Global market
 - www.bhopalone.com our product for India Scenario.
- Soft ware development and Maintenance.
- Web Tool Development.
- MIS Development.
- Data Transcription and Data Digitization.
- SEO Activities.
- Social Media Built-up.
- Medical Transcription.
- Customised software for ever needs of customer.
- Animation Designing
- 3D-Desiging.
- Architectural Designing.

Standards:

We have from the very beginning have set and followed all the basic standards set by any standardisation body in the IT sector, even as an start up in 2010, this has led us to implement and get ISO 27001:2005.

We are Targeting to have CMMI Level certification and standards in this financial year.

Job Profile and eligibility for Marketing/Pre-sales Graduates:

Minimum 60% through-out till Graduation and 65% in Post graduation.

- One year service agreement with us under Madhya-Pradesh Govt.
- Effective Communication skills, Effective Interpersonal Skills.
- Microsoft Operating system, Complete Microsoft Office.
- Client communication, Client Call Scheduling.
- Product Presentation skills.
- Should be comfortable in working in US time shifts.

CTC will be 1.4 lakhs to 1.6 lakhs In INR per annum. Marketing Associate will be placed in a 15days in-house training on various activities they need to perform in the company and these 15days will be their Pre-JT phase which needs to be completed before their date of joining, and the start of training period. Associate able to clear the assessment/performance evaluation after Pre-JT phase will continue with us as Trainee-Pre Sales team. Initial 6 months of their joining there will be several assessment and evaluation of the candidate and Associate able to clear the assessment/performance evaluation between 3-6 months of joining will be working with as Jr. Associate-Pre Sales Team with the complete package as describe in their offer letter if any provided by us, They will be provided with a stipend of 8100/- INR in their training period.

Please know that the Salary generation is based on Monthly target achieved by the candidate while working in the company after the training period.

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Estimate Salary Structure:

Designation	ELTA
Level	T-3
Business Unit	Pre-Sales.
Location	Bhopal

A. FIXED MONTHLY COMPENSATION

Basic Salary	5100/- INR
HRA	2000/- INR
LTA	1000/- INR

B. VARIABLE MONTHLY COMPENSATION (After 3-6 months)

Target Performance Link Pay	4000/- INR
Circle Performance Link Pay	2000/- INR
Medical Component	after 6 Month
Bonus	after 6 Month

Targets:

You are required to go through every details of the products and services we have/offer to the client and the same are mentioned on www.bhopalone.com.

Month	First Month	Second Month	Third Month	Fourth Month	Fifth Month	Sixth Month
Target Silver and gold plan	30	30	30	32	32	32
Target premium plan	5	5	5	6	6	6
Target software plan	1	1	1	1	1	1
Target Branding	1	1	1	1	1	1
Target SMS/Voice	3	3	3	5	5	5
Total Client	40	40	40	45	45	45

Responsibility:

- You are expected to engage/manage the client from the beginning; this includes making call to potential clients, meeting the client, collection of data/ requirement from the client, taking payments, facilitate client requirements meetings – both in person and/or remotely using current online presentation applications, we have.
- Undertake a market analysis to include details on the market characteristics (market size and growth w.r.t. our product and services).
- Cater to the client requirement and delivery the requirement document to the development team.
- Stay current with client needs, competition, and industry trends
- Deliver sales presentations/proposals to prospective clients with a successful closing rate
- Maintain active participation and membership in networking organizations

It is required at the end of the candidate that they should go through www.bhopalone.com in details before applying.

Positively,

Circle HR- The One-ODC



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