



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2024/PN/_846

8th January 2024

Sub. Placement Opportunity for BBA, MBA and B.Tech students of 2024 passing out batch from GGSIP University in the company "HBS Systems Pvt. Ltd."

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement Opportunity for BBA, MBA and B.Tech students of 2024 passing out batch from GGSIP University in the company "HBS Systems Pvt. Ltd." for your reference and circulation to students to apply on given link by **10th January 2024**.

Registration Link – <https://forms.gle/RnNSxXzBjpij66Lt8>

Name of Company – HBS Systems Pvt. Ltd.

Details are as below:

- **Eligibility** : BBA, MBA and B.Tech students of 2024 passing out batch, GGSIPU
- **Role** : IT Sales
- **Position** : Corporate Sales Executives
- **Joining** : Immediate
- **CTC** : INR 3.60 Lakhs per annum

The company is open to considering candidates who have previous work experience also. Their remuneration would be commensurate with their work experience. Final Interviews will be conducted at company's office in Rajendra Place, New Delhi

JD and company profile attached for more information.

LAST DATE FOR REGISTRATION IS 10th January 2024.

(Dr. Nisha Singh)

Training and Placement Officer,
CCGPC, GGSIP University

About Company – HBS Systems Pvt. Ltd. is an IT System Integrator and has been a leader in its industry since 1992. HBS boasts of a diverse clientele that includes leading business houses and MNC's, educational institutions, and government organizations.

HBS is a professionally organized, financially sound, and aggressively growing organisation and foresee ourselves amongst the leaders in the IT Industry within the next 5 years. Our growth rate has been multi-fold, and we expect an even higher growth pattern in the years to come.

To achieve this mission, HBS is planning to enhance manpower. We are looking for the following profiles:

Corporate Sales Executives

Required Key Skills:

- Excellent communication skills (oral and written),
- Business development,
- Corporate sales,
- Concept sales

Description

- Assessing Client Business requirements, tailoring the sales pitch and selling IT solutions.
- Designing email campaigns to spread awareness of new products launched.
- Managing portfolio of existing clients with multiple business units.
- Making proposals and presentations to clients, including the client's senior management team.
- Handling complete **sales** cycle ensuring committed deliveries and campaigns focus on renewals.
- Building and managing strong relationships with clients and helping product with continuous feedback.
- Achieving **sales** targets through new client acquisition and growing existing client base in the assigned territory.
- Managing the complete **sales** cycle including Area Mapping, cold calling, prospecting, negotiation, closing on commercials and deals.
- Following up with clients to ensure conversion of enquiries into clients as well as timely collection of payments from clients
- Comply with Sales process and mechanism of the company to ensure Business Professionalism & Integrity

Experience - 0- 4 years



HBS Systems has been providing complete and high-quality IT solutions to its clients since its inception in 1992. We are proud to have satisfied a diverse clientele, including leading business houses and MNCs, educational institutions and government organizations.

We share strategic partnerships with technology leaders such as Dell, IBM, HP, Lenovo, Acer, Microsoft, Symantec, Kaseya, Trend, Micro Polycom, Netmagic, Cisco, Schnieder, APC, Emerson, among others to ensure instantaneous support to our clients.

For us, our clients come first—we pride ourselves in approaching each client uniquely in order to address the specific needs of each organisation. We believe in creating and fostering relationships to provide our clients with the best services.

With our dedicated team of experienced professionals who have a shared passion for technology and the vision to make HBS a single-source Technology Solutions Company, we aspire to serve the evolving technology needs of modern businesses.

Professionally organized, financially sound and an aggressive company, HBS sees itself amongst the leaders in the IT Industry within a short span of time. The growth rate of the company has been multi-fold and HBS expects an even higher growth pattern in the years to come.

To support its growth plans for the near future HBS is planning to enhance manpower in various functions.