

St. MARTIN'S ENGINEERING COLLEGE

Dhulapally, Secunderabad – 500100

DEPARTMENT OF TRAINING & PLACEMENTS

CIRCULAR

Date: 13-05-2019.

We are happy to inform you that Training and placement Cell hosting **Tech Mahindra** Pool-Campus recruitment drive for B.E/B.Tech (All Branches) 2019 batch, on 22nd May 2019.

About Us: Tech Mahindra represents the connected world, offering innovative and customer-centric information technology experiences, enabling Enterprises, Associates and the Society to Rise™. We are a USD 4.9 billion company with 121,840+ professionals across 90 countries, helping over 935 global customers including Fortune 500 companies. Our convergent, digital, design experiences, innovation platforms and reusable assets connect across a number of technologies to deliver tangible business value and experiences to our stakeholders. Tech Mahindra is the highest ranked Non-U.S. company in the Forbes Global Digital 100 list (2018) and in the Forbes Fab 50 companies in Asia (2018).

We are part of the USD 21 billion Mahindra Group that employs more than 200,000 people in over 100 countries. The Group operates in the key industries that drive economic growth, enjoying a leadership position in tractors, utility vehicles, after-market, information technology and vacation ownership.

Visit us: www.techmahindra.com

JOB DESCRIPTION

Name of the Company: **Tech Mahindra**

Date of Drive & Reporting Time: **22nd May 2019 (Wednesday).**

Venue: **Central Placement Office, 2nd Floor, Dr.APJ Abdul Kalam Block, SMEC.**

Job Title: **Inbound / Outbound Sales**

CTC : **2.5LPA**

Days : **5 days working**

Shift : **24*7**

Location : **Pune**

Process : **Telecom**

Education: **Graduate in any discipline (No Active backlogs/No Percentage Criteria)**

Joining Date: **27th May 2019.**

Work Location: **Rajiv Gandhi Infotech Park, Hinjawadi, Pune.**

Roles & Responsibilities:

- Display empathy by listening to the customers and use relevant questions to discover customer's need
- Recognize customer's emotions and connect with them through engaging conversation
- Make conversations easy so that customers clearly understand the information and the outcome delivered on the call
- Make a pitch that is valuable to the customer, by effectively selling the benefits of the product / offer basis customer requirements
- Manage customer objections to the pitch and close the sale effectively by providing relevant information for the customer to make an informed decision
- Take end to end ownership of the customer's issue and follow through commitments made
- Demonstrates concern for meeting customers' needs in a manner that provides satisfaction to the customer
- Seeks ways to continuously improve customer satisfaction with quality and on-time delivery of commitment

Selection Process:

HR Screening
Versant
Online test
Ops round

For registration: [Click here and apply before 17th May 2019.](#)

https://docs.google.com/forms/d/e/1FAIpQLScVUs41sVPB3-FTU4QtAJfGvUOor51c6TLIf7RiLlk3ZMKyIA/viewform?vc=0&c=0&w=1&usp=mail_form_link

CC to: The Chairman & Executive Director

Director - CR

Director – T&P

Principal