



GURU GOBIND SINGH EDUCATIONAL SOCIETY'S TECHNICAL CAMPUS

(A College of Engineering and Management under the aegis of GGES, Bokaro)

Kandra, Chas, Bokaro – 827013, Jharkhand | www.ggsestc.ac.in

TRAINING & PLACEMENT CELL

NOTICE

Date: 28.11.20

All the 2020/2019/2018 passing out students (B.Tech. – CSE/ECE & MBA – Marketing) are hereby advised to go through the below employment opportunity:

Name of the Company	: Phlogiston Pvt. Ltd.
Department	: Software development / Marketing
Location	: Bokaro
Qualification	: B.Tech. – CSE/ECE MBA – Marketing
Selection Process	: (i) Written test (ii) Group discussion (iii) Personal interview
Date of Recruitment Drive	: 04 & 05 December 2020

- Students with backlogs are not allowed.
- Student has to be present physically in the college (GGSESTC) for appearing in the recruitment drive.

Interested students must register for the above opportunity through the below link:

For B.Tech. <https://forms.gle/Sav4EU29fZmhM9YS6>

For MBA <https://forms.gle/2bRKthDpb5EWMr7k6>

Last date to register for participating in the Recruitment Drive is 02.12.2020 (10:00 AM).

The other detailed information will be followed soon.

Raj Kant
28/11/20
(Dr. Rajeev Kant)
In-Charge/T&P

For kind information:

- Technical Advisor
- Director, GGSESTC
- Dean (Academic & Admin.), GGSESTC
- HOD's (MBA/CSE/ECE – Request to circulate the information among concerned students)
- College Notice Board



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Detailed information about Recruitment Drive of Phlogiston Pvt. Ltd.

Position: Business Development Executive

CTC per Annum: 1.44 LPA (Technical Graduate), 1.64 LPA (MBA Graduate)

Job responsibilities for Business Development Executive

- Oversee the sales process to attract new clients
- Work with senior team members to identify and manage risks
- Maintain fruitful relationships with clients and address their needs effectively
- Research and identify new market opportunities
- Prepare and deliver pitches to potential investors
- Foster a collaborative environment with the organization
- Build contacts with potential clients to create new business opportunities
- Keep prospective client database updated
- Make cold calls for new business leads
- Support in writing new business proposals
- Maintain knowledge of all product and services offerings of the company
- Arrange meetings for senior management with prospective clients
- Follow company guidelines and procedures for acquisition of customers
- Submission of tenders etc.

Desired skills for Business Development Executive

- Ability to develop good relationships with current and potential client
- Excellent leadership and communication skills
- Experience in project management and sales
- Knowledge of productivity tools and software
- High attention to details and a focus on fact-based decision making
- Strong communication and IT fluency
- Creative talents and the ability to solve tough problems
- In-depth knowledge of the industry and its current event
- Ability to handle pressure and meet deadlines
- Skill in prioritizing and triaging obligations
- Excellent time management



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Selection procedure

- ❖ Written examination
- ❖ GD
- ❖ Personal Interview
- ❖ Document verification

Syllabus for Written test for B.Tech (CSE/ECE)

- Reasoning /Aptitude
- Arithmetic
- English
- Computer

Syllabus for Written test for MBA (Marketing)

- Reasoning/ aptitude
- Arithmetic
- English
- Computer
- Marketing Management