



VITS COLLEGE OF ENGINEERING

PROPOSED NEW NAME AS

“NADIMPALLI SATYANARAYANA RAJU INSTITUTE OF TECHNOLOGY (NSRIT)”

(Approved by AICTE & Affiliated to JNTU, Kakinada)

SONTYAM, ANANDAPURAM, Visakhapatnam-531173

Software Programmer

Location : Chennai

Qualification : B.E. / B.Tech / M.E. / M.Tech – Computer Science / IT, M.Sc. – Computer Science / IT / Software Engineering, MCA with Minimum 65% and above throughout 10th / SSLC/ Matric / CBSE and 12th / Intermediate / CBSE.

Salary : INR 2,20,000 – 2,40,000/- Annum.

Service Agreement: 3 years

Bank Guarantee: 1 Lakh.

Job Description:

- Evaluating and increasing the program's effectiveness;
- Adapting the program to new requirements, as necessary;
- Updating, repairing, modifying and developing existing software and generic applications.
- Devising possible solutions to anticipated problems;
- Must be flexible to work in a team.
- Reacting to problems and correcting the program as necessary

Skills and Specifications:

- We are seeking highly organized, energetic and dynamic candidates with great attitude, attention to detail and strong communication skills to join us.
- Candidates must be team players, have a thirst for knowledge, the energy to work in a fast paced environment and a desire to grow in an entrepreneurial company.

Candidates must have considerable knowledge in the following technical concepts and also in their academics Syllabus:

Technical Concepts:

- JAVA, C, C++ Programming.
- Database Systems like Postgre SQL , MySQL.
- Java script, VB script, HTML , CSS, XML & XSL.
- Android and other mobile platforms

Business Development Executive / Engineer

Location: Chennai

Qualification: Any Graduate. Preferable, People from the background of MBA.

Salary: INR 2,10,000/- Annum (Approximately) + Incentives

Service Agreement: Minimum 2 years

Bank Guarantee: INR 1 Lakh or INR 50,000 however, balance INR 50,000 will be deducted from the salary account of the employee in the name of refundable Fixed deposit Scheme (FDS), only upon successful completion of the Agreement period. In the event the candidate quits during agreement period due to whatsoever reason, including health grounds, the bank guarantee or the fixed deposit amount will be forfeit by the Company and further necessary action will be initiated.

Job Description:

- The Business Development Executive is responsible for growing the company business through communicating over phone.
- Business Development Executive must be able to assure complete customer satisfaction, through all stages of the sales process. Must be able to establish and maintain strong relationships throughout the sales cycle.
- Telemarketing is the Key Role.

Timings: For 6 months: 5:30pm-3:30am & Another 6 months: 6:30pm-4:30am (Fixed OFF on Sat & Sun).

Key Responsibilities:

- Identifying sales opportunities and present benefits and key features of products effectively to acquire new business.
- Demonstrate ability to capture market and user requirements and communicate them to facilitate marketing and product development.
- Meet established personal goals and objectives aligned with company goals and objectives.
- Follow company norms regarding sales procedure; product presentation, contact documentation and internal communication with field sales, marketing and product development, daily call volume.
- Updating Customer Relationship Management database of the organization with new information.

Skills and Specifications:

- Self-motivated; demonstrating the ability to achieve sales targets with minimal supervision
- Must possess strong communication and presentation skills and be able to communicate professionally over the phone & in written responses and reports.
- Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base.
- Organized, flexible and analytical, able to eliminate sales obstacles through creative and adaptive approaches.
- Ability to cope under rigorous pressure.
- Adaptable to change.
- Persistent with a team attitude.
- Strong presentation skills and demonstrate ability to effectively communicate with highly-technical as well as non-technical customers.
- Excellent communicator with all levels of professionals.

Highly organized, energetic and dynamic candidate with great attitudes, attention to detail and strong communication skills.

Need to be a driven professional and demonstrate a passion for success.

Client & Claims Analyst

Location: Chennai

Qualification: Any Degree. Candidates with backlogs are also eligible.

Salary: CTC INR 2,00,000/- Annum (Approximately)

Service Agreement: Minimum 2 years

Bank Guarantee: 1 Lakh or INR 50,000 however, balance INR 50,000 will be deducted from the salary account of the employee in the name of refundable Fixed deposit Scheme (FDS), only upon successful completion of the Agreement period. In the event the candidate quits during agreement period due to whatsoever reason, including health grounds, the bank guarantee and fixed deposit amount will be forfeit by the Company and further necessary action will be initiated.

Job Description:

- The Client & Claims Analyst is responsible for interacting with the clients and maintaining the company business.

- Client & Claims Analyst must be able to assure complete Client satisfaction through all stages of the operations process. Must be able to establish and maintain strong relationships throughout the business process.

Timings: Timing from 5:30pm – 3:30am & 6:30pm-4:30am(Fixed OFF on Sat & Sun)

KeyResponsibilities:

- **Proactive Communication with Clients**
- **Answering**Clients and Customers calls
- **Resolving** client issues
- **Explaining** the progress of client accounts
- **Preparing** documentation
- **Training**Clients
- **Assisting** maintenance engineers
- **Providing** feedback on product development
- **Developing Plans** to reduce rework with the aim of eliminating rework
- **Following** up with Clients regarding outstanding issues

SkillsandSpecifications:

- Resolving client problems and relating to Clients
- Monitoring Client accounts
- Time management, specially to meet deadlines
- Using computer applications
- Managing & Presenting information
- Planning and multitasking
- Taking direction
- Interpersonal communication
- Networking
- Self-motivated; demonstrating the ability to achieve the Client satisfaction with minimal supervision
- Must possess strong communication and presentation skills and be able to communicate professionally over the phone & in written responses and reports.
- Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding Client base.
- Organized, flexible and analytical
- Ability to cope under rigorous pressure.
- Persistent with a team attitude.

Highly organized, energetic and dynamic candidate with great attitudes, attention to detail and strong communication skills.

Need to be a driven professional and demonstrate a passion for success.

Attention to Students:

The students to carry the below documents or else they are not allowed to take up the interview process

1. Resume - 2 copies
2. 10th & 12th Mark Sheet attested copies
3. Academic - Semester Mark Sheets both original & Xerox.
4. College ID Card/ID Proof

For Queries:

1. Mr.Tarakesh ,Asst. Prof., EEE, Ph:8985880153
2. Mr. J Sunil Kumar, Asst. Prof.,ME, Ph:8099887529
3. Mr.Kumara Swamy, Asst. Prof., ECE,Ph:9553333271
4. Mr V Rama Rao, Asst. Prof.,CSE, Ph:7287065104
5. Mr.Murali,Asst. Prof., MBA,Ph:9493616570
6. Mr.M.Ch.Jagan Sekhar, Asst. Prof., Ph:7680026586/9440677755/9441789552