



Anjana Murthy M &lt;anjan.tnp@gmail.com&gt;

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## Virtual Recruitment Drive schedule for final year Engineering & MBA students of SIET - Seventh Sense

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Rajeev Swamy &lt;rajeev.swamy@seventhsensetalent.com&gt;

Wed, Jan 20, 2021 at 4:35 PM

To: Anjana Murthy M &lt;anjan.tnp@gmail.com&gt;, siet.placementcell@gmail.com

Cc: principal@shrideviengineering.org, Vinod Prabhu &lt;vinod.prabhu@seventhsensetalent.com&gt;

Dear Respected **Anjana Murthy** Sir,

Greetings from Seventh Sense Talent Solutions.

Further to our discussion, we are scheduling a Virtual Recruitment Drive for the Final year Engineering & MBA students.

Please share the attached files with the students to help them understand the procedure for the Virtual Interviews.

### Link to join the VRD:

<https://meet.google.com/tfv-fwas-qkp>



**Rajeev Swamy**  
**Vice President - Sales & Operations**



Mob - 0091 87928 00007

**Failure to attempt is the biggest failure.**

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### 2 attachments



VRD Schedule for SIET.xlsx

19K



Seventh Sense - VRD Procedure to be Followed (2).pdf

367K



Anjana Murthy M &lt;anjan.tnp@gmail.com&gt;

## Placement Drive for 2021 Batch | Seventh Sense Talent Solutions

Rajeev Swamy &lt;rajeev.swamy@seventhsensetalent.com&gt;

Mon, Jun 21, 2021 at 9:32 AM

To: Anjana Murthy M &lt;anjan.tnp@gmail.com&gt;, siet.placementcell@gmail.com

Cc: principal@shrideviengineering.org, Vinod Prabhu &lt;vinod.prabhu@seventhsensetalent.com&gt;

Dear Respected **Anjana Murthy** Sir,

Greetings for the day.

We hope you are doing well. We are happy to inform you that our management has identified your institution and would like to request you to host a recruitment drive for the ***Engineering & MBA students (2021 Batch)*** to assist in meeting our recruitment needs. Please read this mail in detail and share the registration link with all students. Company profile and the Job descriptions being offered are mentioned below for your perusal.

### About Seventh Sense Talent Solutions:

Seventh Sense is an IIM Bangalore alumni led venture providing training solutions and recruitment services for premier corporates and colleges across India. We are headquartered in India's Silicon Valley, Bangalore with offices in Karnataka, Andhra Pradesh, Telangana, Maharashtra, Kerala, Goa and Tamil Nadu and have more than 20 service locations in India and other Asian countries today.

Seventh Sense is one of the fastest growing training and recruitment services providers in India providing excellent, cost-effective training and recruitment services and believes in "Simplifying learning". We are into:

1. Campus Recruitment training (CRT)
2. Technical Training
3. Communications Training
4. Company Specific Training and Simulations
5. Online Learning and Assessments
6. Faculty Development Programs
7. Virtual Recruitment
8. Place Sense (Placement Assistance)
9. Career Sense
9. Global Edu Sense

Below are the current openings we are hiring for. Please note that all the roles will be paid internship (incentivised stipend) followed by the job offer. Upon successful completion of internship, candidates will qualify for a probation period waiver & will be considered as a permanent employee once they are onboarded.

#### 1) **Designation:** Corporate Relations Executive

**Work Location:** Karnataka, Tamilnadu, Andhra Pradesh, Telangana & Maharashtra

**Service Agreement:** 1 Year

**Salary Details:**

<b>Gross Salary</b>	<b>Fixed Salary : CTC of Rs. 2,52,000 per annum + Incentives</b>  <b>*The above mentioned CTC is inclusive of deductions</b>
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**Please note: Necessary deductions of PF, PT will be done from your CTC.**

#### **Roles and Responsibilities:**

Researching and identifying sales opportunity, generating leads, target identification and

classification

- Reaching out to new customers and making presentations or pitches outlining the benefits of product / services and Reach out directly or through partners to target prospective business deals.
- Understanding the client requirements and then customizing the product/ services as per their needs
- Focused on achieving/ exceeding targets defined for self and team.
- Carry out market research through industry contacts, publications, trade events, news to identify ideas for growth
- Filter out high potential deals by analysing business strategies, opportunity requirements / pre-requisites / financials, and internal priorities.
- Design the best negotiating strategies by considering the risks and rewards, and keeping in mind the counter-parties preferences & goals.
- Lead the negotiation to close the deal and draw in resources from within the company to make it happen.
- Manage all contractual requirements and align the end result with the company's internal operations and capabilities
- Constantly keep upgrading your business development techniques, and help in enhancing the company knowledge base by participating in training and educational initiatives.
- As the face of the organization, you will also help in building the brand of the company in the industry, vendor and customer community which also includes maintaining relationship with all potential and existing clients

## 2) Designation: Campus Relations Incharge

**Work Location:** Karnataka, Tamilnadu, Andhra Pradesh, Telangana & Maharashtra

**Service Agreement:** 1 Year

**Salary Details:**

<b>Gross Salary</b>	<b>Fixed Salary : CTC of Rs. 2,52,000 per annum + Incentives</b>  <b>*The above mentioned CTC is inclusive of deductions</b>
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**Please note: Necessary deductions of PF, PT and ESI will be applicable from your CTC.**

### **Roles and Responsibilities:**

- Researching and identifying sales opportunity, generating leads, target identification and classification.
- Reaching out to new customers and making presentations or pitches outlining the benefits of product / services and Reach out directly or through partners to target prospective business deals.
- Understanding the client requirements and then customizing the product/ services as per their needs.
- Focused on achieving/ exceeding targets defined for self and team.
- Carry out market research through industry contacts, publications, trade events, news to identify ideas for growth.
- Filter out high potential deals by analysing business strategies, opportunity requirements / pre-requisites / financials, and internal priorities.
- Design the best negotiating strategies by considering the risks and rewards, and keeping in mind the counter-parties preferences & goals.
- Lead the negotiation to close the deal and draw in resources from within the company to make it happen.
- Manage all contractual requirements and align the end result with the company's internal operations and capabilities.
- Constantly keep upgrading your business development techniques, and help in enhancing the company knowledge base by participating in training and educational initiatives.
- As the face of the organization, you will also help in building the brand of the company in the industry, vendor and customer community which also includes maintaining relationship with all

potential and existing clients

- 3) **Designation:** HR (Learning & Development)  
**Work Location:** Bangalore  
**Service Agreement –** 1 Year  
**Salary Details:**

<b>Gross Salary</b>	<b>Fixed Salary : CTC of Rs. 2,52,000 per annum  + Incentives</b>  <b>*The above mentioned CTC is inclusive  of deductions</b>
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**Please note: Necessary deductions of PF, PT and ESI will be done from your CTC.**

**Roles and Responsibilities:**

- Designing and facilitating training and development programs based on the organization's needs.
- Working in a team to produce programs that are satisfactory to all relevant parties to the organization.
- Developing effective programs.
- Creating training materials for in-house use.
- Managing to deliver training and development programs.
- Monitoring and reviewing the progress of trainees.
- Ensuring that the training requirements are met.
- Evaluating training and development programs.
- Researching new technologies and methodologies in workplace learning and presenting this research.
- Meeting feedback and quality targets.
- Create policies, procedures and guidelines for all the employees.
- Responsible for growing the team size
- Look into the aspects of compensation and benefits - Temporary responsibility, and can be continued if the person wishes to.

**Registration Link for the students:** <https://forms.gle/4s1pX5oyMQ87XBM69>

Please note that the selection process for the above mentioned roles are *Virtual GD/JAM & PI*.

I have also attached a detailed JD's for all the above mentioned roles for your reference.

Please call me for any further clarifications.



**Rajeev Swamy**  
**Vice President - Sales & Operations**



Mob - 0091 87928 00007

***Failure to attempt is the biggest failure.***


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4 attachments



 **JD for Corporate Relations Executive (CRE).pdf**  
79K

 **JD for Campus Relations Incharge (CRI).pdf**  
78K

 **JD for HR (Learning and Development).pdf**  
100K