



MOUNT CARMEL COLLEGE, AUTONOMOUS
No 58, Palace Rd, Vasanthnagar, Bengaluru – 560052

Job Announcement Form

Greetings,

Thank you for your interest to hire students from Mount Carmel College, Autonomous. Please fill this document to proceed with campus recruitment.

Please contact us in case of any queries:

Asgar Ahmed (Placement Officer) - 9900605931

Annie Fathima Shruthi (Placement Coordinator) - 7829076601

E-mail: asgar.ahmed@mccblr.edu.in; placement@mccblr.edu.in

DISCLAIMER: PLEASE NOTE IF THERE ARE ANY DEVIATIONS TO THE INFORMATION SUBMITTED HERE, KINDLY KEEP THE PLACEMENT CELL INFORMED. THANK YOU.

THE ORGANIZATION

Name of Company	VFM Systems & Services
Website & LinkedIn id	https://vfmindia.biz/ & https://www.linkedin.com/company/vfm-systems-and-service-india/posts/?feedView=all
Category (Private/Govt./MNC/ PSU/NGO etc.)	Private
Industry/Sector (IT/Health/Education/Research etc.)	IT
Brief profile of the Company (You can type in here or share as a separate attachment):	
<p>VFM Systems & Services (P) Ltd. VFM is focused on providing niche solutions based on technologies in layers 4 to 7 of the OSI stack for Access, Performance & Security. We address enterprise and SME accounts. We identify & create the need for our solutions, find the value proposition and provide business value to our customers. We work with leading vendors like Citrix, ClearSwift/MimeSweeper, BlueCoat-Packeteer, RSA, F5, Aruba, VMware, EMC, WorkShare and other niche application performance and security solutions. We are looking at adding members to our current team - to deliver our vision: 'To be a solution provider of choice for our customers of leading edge and innovative technology solutions, by providing our customers an outstanding buying and usage experience'. The people at VFM have a single minded focus and that is the satisfaction of its customers. Today over 80 % of its business are repeat business from existing customers. Our customers include IBM, Accenture, Bosch, ABB, Hindustan Levers, Igate, NXP, HCL Technologies, Timken, CTS, Tech Mahindra, Nokia Siemens, Standard Chartered Bank, 3 Global, Strides, Ocwen etc. We have an open culture and lay emphasis</p>	

on mutual trust and respect. We encourage team spirit among the people at VFM - a team - that will continue to deliver our vision and make it stronger.

CONTACT DETAILS

Head of HR	Joyce D C
Office Address	VFM Systems & Services (P) Ltd Srinidhi Landmarks, # 12/1, 3 rd Floor New Thippasandra Main Rd, H A L 3 rd Stage Bengaluru 560075

JOB PROFILE DETAILS

Job Designation/Post Offered (List all current openings)	Management Trainee
Stipend	20,000Pm for the duration of 3 Months
CTC (Cost to Company) PA	5.5LPA
Gross Salary per month	4.95 lacs fixed + 55 K Variables
No. of vacancies	10
Place of posting (Address)	Bengaluru

Qualification looking for (UGs/PGs/Both)	MBA (Marketing)
Eligibility Criteria (Marks %, Special skills, etc.)	75%
Remote/Onsite/Hybrid	Onsite
Office Timings / working hours	General shift
Will commute be available?	No
Will there be a service agreement/contract?(If yes, please mention the duration)	Yes, 1 year after PPO

Job description

- The selected candidate is expected to cover the assigned territory – prospecting, developing and advancing generated opportunities through the funnel stages to closure.
- Map the potential target accounts in the assigned territory.
- Meet the key decision makers for our solutions in the target accounts i.e. the IT Manager, Networking Manager, Security Manager, Data Centre Manager, Cloud Manager etc. and pitch for business and generate pipeline.
- Develop consultative relationships with the people described above in the target accounts.
- Work with Presales, Technical and Sales Manager, OEM sales teams to build adequate pipeline commensurate with business targets given and advance cases through the funnel stages to closure.
- Maintain healthy addition to pipeline by sound coverage of the assigned territory.
- Develop and deepen key account relationships by involving senior managers in meetings with key decision makers in the account(s).
- Achieve the assigned revenue and profitability goals quarter on quarter.

