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DEPARTMENT OF TRAINING & PLACEMENT  
KALINGA INSTITUTE OF INDUSTRIAL TECHNOLOGY (KIIT)  
DEEMED TO BE UNIVERSITY, BHUBANESWAR (ODISHA)

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No. KIIT-DU/T&P/24/615

Date : 3<sup>rd</sup> June'2024

**Kind Atten<sup>n</sup> : 2025 Graduating B.Tech (All Branches) Students**

This is to inform all the above students that **IRISCarbon** will be conducting an Internship cum performance based PPO Recruitment Drive in Hybrid mode very shortly.

Students would have received the Job notification through Superset & are directed to **APPLY** on or before **5<sup>th</sup> June'2024 by 9.00 AM** to participate for the same.

Profile Offered : Sales Development Rockstar - Intern  
Eligibility Criteria : 6.00 or above CGPA in B.Tech  
: No Backlogs  
Process : To be informed  
Stipend : Rs. 25,000 Per Month  
Internship Duration: 1 Year  
Internship Joining : July'2024  
Joining Location : Hyderabad  
CTC : Rs. 6.00 LPA  
Skills :

Exceptional Communication Skills (written & verbal). Street smart hustlers who are interested in the world of sales, marketing and GTM!

Prof.(Dr.) Prachet Bhuyan  
Professor & Dean (T&P), KIIT-DU

- NB: 1. The Company will be short listing from the registered students list.  
2. Find below the Job Description & Campus Deck is attached for your reference.

**Job Description**

**Sales Development Rockstar: Be the Spark that Ignites Growth!**

Are you a communication powerhouse with a relentless drive to succeed? Do you thrive in a fast-paced environment where your efforts directly translate to business growth? If so, then buckle up, because IRIS CARBON is searching for its next Sales Development Representative (SDR) Rockstar!

In this role, you'll be the first point of contact for potential clients, playing a pivotal role in igniting our sales pipeline. Get ready to leverage your exceptional communication skills to connect with decision-makers, generate high-quality leads, and become a champion for our innovative RegTech solutions.

**Here's what you'll conquer:**

- **Prospecting like a Pro:** You'll become a master of identifying and qualifying leads through a combination of targeted research, cold calling, and strategic outreach on LinkedIn.
- **Communication Wizardry:** Crafting compelling emails and captivating phone

conversations will be your daily magic. You'll build rapport with potential clients, understand their compliance needs, and confidently position our solutions as the key to their success.

- **Pipeline Powerhouse:** You'll be the fuel that propels our sales engine. Qualifying leads, scheduling meetings for our account executives, and exceeding targets will be your battle cry.
- **Growth is the name of the game:** We're a company on a phenomenal trajectory, and we're looking for someone who shares our passion. You'll have the opportunity to learn from industry veterans, hone your skills, and carve your own path to success within IRIS CARBON.

To be our SDR Rockstar, you'll need:

- **The gift of the gab:** Exceptional communication skills, both written and verbal, are a must. You can articulate complex ideas in a clear, concise, and engaging way.
- **Research Rabbit:** You have a knack for unearthing valuable information and identifying the perfect leads for our solutions.
- **Tenacity that won't quit:** Building relationships takes time and effort. You possess the unwavering drive and positive attitude to overcome objections and turn prospects into loyal customers.
- **Tech-Savvy Superhero:** You're comfortable navigating CRM systems, email platforms, and LinkedIn like a pro.
- **A hunger for learning:** We're a company that values continuous growth. You're eager to learn about the RegTech space, our solutions, and the art of the sale.

**Does this sound like your dream role?**

If you're a college graduate with a fire in your belly and a passion for making a difference, then we want to hear from you! At IRIS CARBON, you'll be surrounded by a supportive team, work in a modern Hyderabad office environment, and have the chance to build a rewarding career in a dynamic industry.

Join us and be the spark that ignites our growth!