



## AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA

IAP17180077

### **Newton Consulting** **Internship - 2019 Batch**

Batch	2019
Website	<a href="http://www.newton.co.in/">http://www.newton.co.in/</a>
Job Title	<ol style="list-style-type: none"> <li>1. Business Development Manager</li> <li>2. HR Intern</li> <li>3. Market Research Intern (Research and Analysis Wing)</li> </ol>
Eligible Degrees	Any Graduate or Post Graduate can apply
Eligible Branches	Marketing, Branding, HR and Business Development
Eligibility Criteria	No cut off %
Location	Pan India
Compensation (CTC)	Will be disclosed during Interview
Roles & Responsibilities	<p><b>1.Role Description – Business Development Manager</b></p> <ul style="list-style-type: none"> <li>• This opportunity will be offered to candidates who have acumen of meetings monthly sales targets.</li> <li>• Research to identify potential using new age techniques and build relationship with new potential clients.</li> <li>• Identify potential clients, and engage with decision makers in the identified client's organization.</li> <li>• Plan the sales approach and pitch strategy before setting up meetings with identified potential clients.</li> <li>• Work in synergy with Newton internal management to develop proposals to meet client's needs and objectives.</li> <li>• Handle objections by clarifying, emphasizing on organization strengths and adopt plans to close high value deals.</li> <li>• Attend industry functions, such as association events and conferences, and provide feedback to mgmt on market trends.</li> <li>• Use market knowledge to identify opportunity and promote the company's unique selling propositions and differentiators.</li> </ul> <p><b>2. Role Description HR Intern</b></p> <ul style="list-style-type: none"> <li>• Accountable for meeting the hiring and recruitment needs of the organization.</li> </ul>

	<ul style="list-style-type: none"> <li>• Accountable for searching and identifying the apt candidates to meet job requirements.</li> <li>• Utilize new age social networking tools to head hunt and connect with the right candidates for the job.</li> <li>• Should be able to create the right job descriptions which should be innovative to attract the right talent Engage with candidates that have applied to work with the organization and be able to give the right impression about the company and the job role requirements.</li> <li>• Responsible for taking care of new hire on- boarding process.</li> <li>• Responsible for generating offer letter, exit letters, appraisal letter, etc to the candidates.</li> <li>• Responsible for maintaining employee database/ birthdays/ anniversaries/ special occasions.</li> <li>• Retention of employee's as well as increasing employee's satisfaction. Keep senior management informed of escalated issues.</li> <li>• Employee engagement activities.</li> </ul>
	<p><b>3. Role Description – Market Research Intern (Research and Analysis Wing)</b></p> <ul style="list-style-type: none"> <li>• Have a good understanding of how to conduct primary (face-to-face interviews) and secondary research that is quantitative or qualitative.</li> <li>• Based on the brief given by the strategy team, the researcher should be able to understand the task at hand and create the research guide and the data collection route</li> <li>• In accordance to the brand and business objectives set, the target market to be covered and target group identified the researcher should be able to create the questionnaires along with the strategy team.</li> <li>• Plan the data acquisition in accordance to the Target Group profile and plan the data collection to meet the deadlines.</li> <li>• Analysis of the data collected and produce insightful reports and present the final outputs of projects to the strategy team/ business team (e.g. client presentations)</li> <li>• Maintain and report with required supporting documentation to the research lead/manager during, and at the end of the report submission.</li> <li>• To build data for a category that would be used by the consulting team, perform primary and secondary research to acquire reliable industry facts and knowledge.</li> <li>• To be able to assist the business acquisition team by researching on potential shortlisted business verticals and should be able to generate a prospecting list of clients.</li> <li>• Research on identifying consulting opportunities by analyzing the shortlisted / target companies business needs, challenges and opportunities.</li> <li>• Liaise with the research lead/manager and marketing team with respect to giving insights to create differential brand and marketing collaterals whenever required.</li> </ul>
Other Desired Skills / Competencies	<p><b>1. Desired skills and Expertise</b></p> <ul style="list-style-type: none"> <li>• Excellent communication with a strong command in English language.</li> <li>• Very good in summarizing meetings and needs to have very good writing skills</li> <li>• A person who is a solution provider and good at problem solving.</li> <li>• A person who constructs a positive culture, non-political, highly EQ / SQ</li> <li>• driven and result oriented.</li> <li>• A solution seeker, proactive by nature and understands account</li> </ul>

	<p>management process.</p> <ul style="list-style-type: none"> <li>• A creatively talented person who understand advertising and branding.</li> <li>• 0-5 years brand marketing and out of office selling experience.</li> <li>• Strong time management skills. Disciplined, Effective worker, highly competitive, self-accountable, deadline driven and not Boss driven!</li> </ul>
	<p><b>2. Desired skills and Expertise</b></p> <ul style="list-style-type: none"> <li>• Make effective use of common sense and knows how to work fast &amp; smart.</li> <li>• Be a self-starter with a strong acumen for problem solving ability.</li> <li>• Should be deadline oriented.</li> <li>• Confident and presentable</li> </ul>
	<p><b>3. Desired skills and abilities</b></p> <ul style="list-style-type: none"> <li>• A very good team player and should be able to liaison with different departments.</li> <li>• Excellent verbal, presentation and written communication skills. English &amp; Hindi spoken language a must.</li> <li>• Outgoing with a strong ability to be able to do cold call, communicate, appoint and acquire the time desired from the consumer/ target group of the research.</li> <li>• Analytical and should be able to manage information and represent the same to both internal and external customers.</li> <li>• Self-starter with strong ability to work independently or with a team.</li> <li>• Excellent knowledge of Microsoft Excel to manage data, Power Point to make the client presentations, Word document etc.</li> </ul>
Documents Required	Resume, Valid ID Proof, Photo Copies of all mark sheets
How to Apply?	Interested and Eligible students need to send their resumes to <a href="mailto:sberry@amity.edu">sberry@amity.edu</a> latest by 27 <sup>th</sup> Sep 17

**My Best Wishes are with you!**

**Dr Ajay Rana**  
**Advisor**