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

No. KIIT-DU/T&P/24/1335

Date :5th Dec'2024

Kind Attenⁿ : 2025 Graduating B.Tech (CSE/CS&CE/CS&SE/IT) Students

This is to inform all the above students that **GoComet** will be conducting a Recruitment Drive (**virtual mode**) very shortly.

Students would have received the job Notification through Superset and are directed to **APPLY** on or before **6th Nov'2024 by 9.00 AM** to participate for the same.

Profile Offered	:	SDR
Eligibility Criteria	:	No Backlogs
Process	:	To be informed
Job Location	:	Bangalore
Joining	:	To be informed
CTC	:	Rs. 6.00 Lakhs Fixed + Rs.1.00 Lac Variable
Working Days	:	5 Days (Saturdays and Sundays off)

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 for your reference

Job Description

Job Responsibilities-

- Setting up meetings with key decision makers in their respective Regions and making a strong Pipeline for Sales
- Connecting with Chief Executives, VPs, and Directors of the largest companies of the world.
- Source new sales opportunities through inbound lead follow-up and outbound cold calls
- Running emails campaigns to attract the interest of target prospects
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Job Roles will be expanded over time based on the ability to handle work and demonstrate personal growth.
- Should have experience in SEA/ANZ /USA

Key Prerequisites-

- Excellent verbal and oral communication and presentation skills.
- Ambitious and passionate about sales.

- Ability to engage with C level executives and decision drivers in large corporations
- Self driven and motivated to achieve success
- Hardworking, Hungry for growth.
- Should be a fast-Self-learner
- Ability to work in a high-energy, fast-paced environment with-teamwork
- Should have experience in SEA/INDIA /USA

What You Get:

- Hands on experience at a well-funded and fast growing company
- Work side by side with founders and get as much responsibility as you can take. You are the limit
- Huge scope for career growth in sales as venture expands globally
- Come join us as a young leader and let's build a large global business together.
- Excellent Incentive directly linked to customers acquired.

We are hiring Superstars who are passionate about sales and are looking for an opportunity to learn, grow and do awesome work. You bring the skills and hunger for work; we provide you the training and the opportunity to achieve world-class success.

Why GoComet?

GoComet is the world's most easy-to-use, intuitive multi-modal logistics platform that enables global businesses to automate their end-end logistics profitably. The AI-powered, cloud-based multi-modal logistics platform is being used by large manufacturing conglomerates to automate various processes across the supply chain, such as procuring freight rates, tracking shipments, reconciling invoices, benchmarking freight, and more.

GoComet is helping global companies move cargo worth billions of dollars every year and has already enabled its worldwide customers to achieve double-digit cost savings through its platform.

Today, GoComet is trusted by 200+ global brands across 35 countries. Our customers include leading international companies such as Unilever, Danone, Sun Pharma, John Deere, Glenmark, Motul, Polyplex, Lupin, and Schaeffler, to name a few. GoComet is currently headquartered in Singapore and has a presence in Southeast Asia, the US and Europe.

GoComet has received many accolades from renowned industry associations in the last two years. The platform has been recognized as the top transport management solution and mentioned in leading publications such as Forbes, Gartner, The Straits Times, Business Today, Logistics Tech Outlook USA, and more.

Kindly go through the below video links about our products for your reference, and prepare for the interview. Also, make sure you do your own research about the company and prepare accordingly.

<https://www.youtube.com/watch?v=YxGt9ZCkaA8>

<https://youtu.be/jv9cAsgenSE>

<https://www.youtube.com/watch?v=Er0dHqxaaXc>

<https://youtu.be/0ql1eCVhiWA>