



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

No. KIIT-DU/T&P/25/465

Date: 28th May'2025

Kind Attenⁿ : 2026 Graduating B.Tech (All Branches) Students

This is to inform all the above students that **Zycus** will be conducting an Internship cum performance based PPO Recruitment Drive (**virtually**) very shortly.

Eligible students would have received the Job Notification through Superset & are directed to **APPLY** on or before **29th May'2025 by 9.00 AM** to participate for the same.

Profile Offered : Business Development Associate
Eligibility Criteria : 6.00 or above CGPA in B.Tech upto 5th Sem
: No Backlogs
Process : To be notified
Mode of Process : Virtual
Internship Duration: 6 Months

<u>BD Stipend</u>	Stipend Per Month	Additional NSA based on region (Only applicable for NA/ANZ)	Total Stipend with NSA (Per Month)
Business Development Associate	Rs. 27,500	Rs. 12,500	Rs. 40,000

Joining Date : Will be informed
Location : Pan India
CTC : Mentioned below post conversion to PPO

REMUNERATION DETAILS

Salary Components	Value Per Month (INR)	Value Per Annum (INR)
Basic	22,917	275,000
HRA	11,458	137,500
Special Allowance	9,158	109,900
Children Education Allowance	0	0
LTA	0	0
Meal Coupon	0	0
WFH Allowance (C&C)	500	6,000
Employer's Contribution to PF	1,800	21,600
Fixed CTC	45,833	550,000
Night Shift Allowance**		150,000
Total Fixed CTC		700,000
Performance Linked Incentive*		165,000
Total CTC		865,000

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

As a BD Associate at Zycus you would:

- Own the entire proposal process: identify customer accounts, generate their interest in our products, understand their needs, develop suitable plans/strategies, and engage them in the sales process.
- Leverage LinkedIn for prospecting and leverage social media insights for meetings with prospective customers.
- Setting video meetings, Calls or Onsite in person meeting with prospects by mutually aligning calendars.
- Assess the competitors and analyze market trends and developments.
- Provide administrative support as well as excellent customer service and smooth communication.
- Maintain the database using your organizational skills to streamline processes and reorganize the data.
- Qualitative research to target accounts with active opportunities

The beauty of the role remains rooted to one's conversational skills. Over the time, it also grows to relationship building, networking and cultural understanding of regions due to the close interaction with prospects at a day-to-day level. This role is dynamic in nature and its essence lies in the interpersonal and intrapersonal relations that one makes as a part of the regular work, ultimately leading to a fruitful learning curve in the long run of career.

What's your next destination?

Choose Business Development as a Career at Zycus. Interact with Key Procurement Executives (VPs, Directors, CPO's, etc.) across Fortune 500 & Global 1000 Companies to identify & nurture new business opportunities for Zycus.

What are we looking for?

The good news is that your training will teach you everything you need to know to succeed on the job. But there are few skills you should have.

You should possess:

- Excellent communication skills - both written and verbal.
- Flair for writing and developing a crisp pitch.
- Networking and Team Management skills.
- Account Mapping and Social Selling Ability.
- Data analyzing and researching skills.
- Be Target Oriented.

What is it like to be a part of the Business Development team at Zycus? The Benefits of Being Zycat

- Be a part of one of the fastest growing A.I. enabled Product Company in India.
- Get a Global Exposure - work and interact with customers across the globe.
- Chance to work with the best professionals in the industry.
- There's life at work and life outside of work.
- Earn non capped commissions in a pay for performance culture.

About Us :

Zycus is a leading global provider of A.I. powered Source-to-Pay suite for procurement, finance, and AP organizations. Our comprehensive product portfolio includes eProcurement, eInvoicing, Spend Analysis, eSourcing, Contract Management, Supplier Management, Financial Savings Management, Project Management, Request Management, Supplier Network, Insight Studio, and Merlin A.I. Suite with intelligent BOTs. Our spirit of innovation and passion to help organizations create greater business impact is reflected among the hundreds of procurement solution deployments that we have undertaken over the years.

Zycus is a pioneer in Cognitive Procurement software and has been a trusted partner of choice for large global enterprises for two decades. Zycus has been consistently recognized by Gartner, Forrester, and other analysts for its Source to Pay integrated suite. Zycus powers its S2P software with the revolutionary Merlin AI Suite. Merlin AI takes over the tactical tasks and empowers procurement and AP officers to focus on strategic projects; offers data-driven actionable insights for quicker and smarter decisions, and its conversational AI offers a B2C type user-experience to the end-users.

Zycus helps enterprises drive real savings, reduce risks, and boost compliance, and its seamless, intuitive, and easy-to-use user interface ensures high adoption and value across the organization.

Start your #CognitiveProcurement journey with us, as you are #MeantforMore

Wondering what will you be doing?

Our Business Development Associates play a very critical role in taking our business forward as a part of our Sales Team. They possess a deep understanding of our product and support our Field Sales representatives by converting leads to customers remotely. They identify new sales opportunities, establish trust, rapport and build relationships with potential customers to close customer deals. They connect with customers on phone, email, and video and virtual meetings.