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Thakur Educational Trust's (Regd.)
**THAKUR RAMNARAYAN
COLLEGE OF ARTS & COMMERCE**
NAAC Accredited & ISO 21001:2018 Certified

Thakur Ramnarayan Educational Campus, S.V. Road, Dahisar (East), Mumbai - 400 068
Tel: 022 2828 1200 | Fax: 022 2828 1300 | www.trcac.org.in

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Company Name: IMG Global
Website Link: https://www.imgglobalinfotech.com/
Location: Jaipur
Designation: Software Developer | Business Development Executive
Pay Package: 3 LPA
Mode of Interview : Virtual

Job Descriptions: Software Developer

Key Technologies:
- Flutter
- PHP
- MERN Stack
- React Native

Key Responsibilities:
1. Software Development:
- Participate in the development of various projects using the specified technologies.
- Collaborate with cross-functional teams to design, implement, and maintain software applications.
2. Front-end and Back-end Development:
- Contribute to both front-end and back-end development tasks as required, depending on the project's technology stack.
3. Collaboration:
- Work closely with team members, including designers, QA engineers, and fellow developers.
- Participate in code reviews and provide and receive constructive feedback.
4. Problem Solving:
- Identify and resolve issues and bugs in the applications.
- Assist in testing and debugging to ensure application stability.
5. Documentation:
- Maintain clear and well-documented code.
- Create and update technical documentation as necessary.
Qualifications:
- A Bachelor's degree in Computer Science, Software Engineering, or a related field (or equivalent work experience).

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- Basic knowledge of the specified technologies (iOS, Flutter, MERN Stack, React Native, PHP).
- Familiarity with web and mobile application development principles.
- Strong problem-solving and communication skills.
- A strong willingness to learn and adapt to new technologies.
- Demonstrated passion for software development, as evidenced by personal projects or a Portfolio.

Additional Information:
- Location: Jaipur (Work From Office - WFO)
- This is a full-time position, and training opportunities will be provided for professional development.
- Opportunity to work on diverse and innovative projects involving multiple technologies.

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Job Description: Business Analyst Presales

Job description
We are looking for a business development executive for the IT firm that will be responsible
to research client business referrals, network, and web leads; provide prospective
customers/clients with all services offered and additional presentations as needed, and
work with clients to create solutions for their needs and consult throughout the sales
process

Responsibilities
Handle the online bidding on freelancing site.
Work on creating a dynamic and responsive proposal.
Work on engaging with clients directly.
Schedule and lead workshops with clients to understand, define and document their
business requirements.
Work on being involved in preparing presentations for prospective clients for
positioning the company's services & offerings.
BDE in IT firm brings projects from social media and bid on freelancing site.
Other responsibilities are cold calling, cold email, negotiation, identify potential
clients and communicate with technical team.

Qualifications
Bachelor's degree or equivalent experience
Fluency in Microsoft Office suite (Outlook, Excel, Word, PowerPoint, etc.)
Strong written, verbal and collaboration skills.