



TECNIA INSTITUTE OF ADVANCED STUDIES
GRADE "A" INSTITUTE
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Recognized Under Sec. 2(f) of UGC Act 1956
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Ref. No: TIAS/TP/Campus/Notice/2023-24/133

Date:15.01.2024

Dear All,

Please find an option for consideration. Interested candidates are required to register on the link latest by 16/01/2024.

Link to Apply:- <https://forms.gle/CZTYj5QW92jMaAUg7>

Company Name:- Nexta

Eligibility: BBA-2023 & 2024 Pass out Batch

Profile: Sales Development Representative

Salary: Best Industry Salary package (4.5-6LPA)

About Us:

Nexta is a B2B demand generation agency based out of Mumbai and New Delhi in India. We started in January 2017 to help businesses streamline their sales process. We leverage technology to do more with lead research, cold emails and cold calls. We are led by **Kunal Jaju** who brings 20+ years of B2B demand generation experience. We invest heavily in sales learning and sales automation to ensure high levels of productivity for each team member. We believe prospects cannot be influenced into making a buying decision. Our responsibility is to be strategic with targeting, identify active buyers, ask questions, listen to prospects and, if possible, connect their problems to our clients' solutions.

We are expanding our team and looking for talented young professionals for the following profile. This is the perfect opportunity for someone excited by the prospect of growing within the company in a friendly environment.

Profile- 1 Sales Development Representative

Please find the attached document for the Job description.

What do we look for?

- * Recent graduates
- * Immediate Joiners
- * You will need a practical approach to solving issues and complex problems to deliver insightful and practical solutions. You should possess excellent communication, facilitation, relationship-building, presentation and negotiation skills. The role expects you to be flexible, adaptable, and creative.

What do we offer?

- * Elite Work Location
- * 5 days working
- * Healthy working environment
- * Best Industry Salary package **(4.5-6LPA)**

All the best

Thanks & Regards,



Dr. Nivedita
Head - Training and Placement Cell