



SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER



Report on Final Campus Placement for CCS Broadband Services Pvt. Ltd. on 21st March, 2018 at S. R. Luthra Institute of Management



Quick Details

Employer	CCS Broadband Services Pvt. Ltd.
Date of Interview	21 st March, 2018
Designation Offered	Corporate Sales Executive
Maximum Earning Potential	INR 2,80,000 p.a.
Interview conducted by	Ashif Mansuri (Manager – HR) and Nehal Desai (Head – Business)
No. of students Appeared	29
No. of Students Selected	11

Company Overview

Spread out in entire city and outskirts. Cyber Cloud Shield Broadband Services Pvt. Ltd. also referred as CITY Broadband is a leading and innovative ICT and Internet Service Provider (ISP) based in Surat, with license from Department of Telecommunication to provide our multiple network and ISP

based services across Gujarat. It has 100+ km fiber optic network across Surat. It has the largest wireless network across the city and its outskirts. In addition to company's headquarter in Vesu, Surat, and branch office across Gujarat, its Professionals serve clients 24/7. It provides this service through its cable network on a subscriber's PC/ Corporate LAN using a cable modem/router.

Job Profile

Designation Offered	Corporate Sales Executive
Roles and Responsibilities	<ol style="list-style-type: none"> 1. Selling Internet solutions to corporate clients by assessing their business 2. Achieving sales targets through acquisition of new clients and growing business from existing clients 3. Developing a database of qualified leads through referrals, telephone canvassing and cold calling 4. Area Mapping, prospecting, negotiation, freezing on commercials and closing of deals with necessary documentations 5. Building and managing strong relationship with customers
Package (MEP)	INR 2,80,000 p.a.
Location	Surat
Eligibility Criteria	-

Selection Process

29 students appeared for the first round of Personal Interview (PI) at SRLIM campus; out of which 05 students were called for PI at CCS BroadBand Services Pvt. Ltd. office at Vesu. Out of this, 4 students were selected. Later on 7 students were also selected by the company for this designation. So finally, 11 students of SRLIM were selected for the aforementioned designation.