



## I AM NOT SEARCHING "CORE" JOB

"ARE YOU AN ENGINEER, WHO IS **NOT PROGRAMMED** FOR A JOB IN THE CORE FIELD, BUT, VERY MUCH WIRED TO DEVELOP A CAREER IN **BUSINESS DEVELOPMENT** & BTW, YOU HAVE DAMN GOOD COMMUNICATION SKILLS (ORAL AND WRITTEN)?"

*if you are pursuing engineering or just completed one and looking for an internship or starting level job in international sales*

*if you have just completed engineering and hate being in an 'engineer only' job and desire to do things differently from the crowd*

*If you don't want to be a part of mass recruitment drive of large IT company at your college and join the hoard*

*If you are an outlier in the college – always hustling things out*

Join the GreyB's Graduate program in International Sales and Welcome to the '6ie' world of IP (Intellectual Property) which is based on innovation, cutting edge technology and long term strategy for the intangible assets of an organization.

Awesome chance to stand out of the masses and make your own way!

How it works:

Stage 1: First 3 months get hands on experience in Industry research and analysis

Stage 2: Next 3 months get you on board of Sales Rocket and start hustling

Stage 3: Join us rock solid sales team. You will start assisting your Managers in their day to day activities {Message: Learning on the job and on the live scenarios}

Our sales people are the face of the company (literally!). They are the starting point of creating meaningful connections every day with our customers and working at GreyB is different from any other job because we rarely ask you to choose between long, smart or hard work - it is minimum of the three.

We value efforts more than anything!

Simply put, we are looking for candidates to fill in the “future” Client Engagement position who will connect with our customers to turn them into happy customers and foster a deep sense of purpose of working with GreyB {this is most imp. to us}.

Summary of Job Function:

1. Work on segmenting customer base, profiling ideal clients and participating in strategy to generate new prospects, who are based out of North America (USA and Canada) and Europe (Germany, France, Switzerland, Sweden). {Message - Very good communication (verbal and email) skills are mandatory}
2. Run on steroid learning for initial few months but with super support from the seniors at GreyB to enhance the knowledge about sales, business, strategy, marketing and patents. {Message - Don't fear the industry - we will make you comfortable}
3. The candidate will be trained to be highly skilled in managing clients over phone and emails. As we work in outsourcing industry - we expect high number of connects and interactions on Phone and Email vs in person meetings.
4. Experience in IP (Intellectual Property) industry is not essential but we prefer a technical or engineering background. Bottom line – be good with logic!
5. The candidate will follow company policies of reporting about his/her prospecting efforts; seek guidance of Sales Manager for progressing deals in IP industry.

Net-net, we need professional client engagement individuals or a one who wants to become one.

{If you have good educational background and you need break in an international client engagement - you are the right candidate}

When applying with CV - **please stand out**. Give a personalized CV and Cover Letter – tell us how motivated you are!

Again – if you lack exceptional communication skills, you may get filtered out very early but the opposite is also true!

WHERE TO APPLY?

**HR@GREYB.COM**

Apply only if you are really strong with logical thinking, exceptional communication skills and fast learner of anything new