



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/ 571

25th May 2023

Sub. Placement opportunity for BBA, MBA students of GGSIP University of the batch passing out in 2023 in the company “Factum Legal”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for BBA, MBA students of GGSIP University of the batch passing out in 2023 in the company “Factum Legal” for your reference and circulation to students to apply on given link by **27th May 2023**:

Registration Link – <https://forms.gle/RnGrBd7jr8sPmfDs9>

Name of Company – Factum Legal

Role: Practice Outreach Manager

Industry Type: Consulting

Employment Type: Full Time, Permanent

Eligible Degrees: BBA or MBA, batch passing out in 2023.

The company is looking for applications from intelligent, energetic, and enterprising candidates

Remuneration: Offering consolidated pay of INR 25,000 per month for the first year of appointment.

JD attached for more information.

LAST DATE FOR REGISTRATION IS 27th May 2023.

(Ms. Nisha Singh)
Training and Placement Officer,
CCGPC, GGSIP University

About Company –

We at Factum Legal, advocates & solicitors, have been providing advisory services on matters of Corporate and Commercial Law for well over a decade. Our clients range from large multinational corporations to small and medium-sized enterprises to multi-dimensional business groups and startups in the Unicorn club. Entities, promoters, and investors have relied on our expertise in advising services for entity formation, compliance and operations strategy planning, and exit solutions.

We are looking for an enthusiastic Practice Outreach Manager with strong interpersonal and communication skills to join our Delhi office to explore growth opportunities in existing and new markets.

Job Description

This is an exciting opportunity for someone looking for enriched experience, networking, and professional growth to build a great career. You will be entrusted with building key client relationships, identifying opportunities and deal closures while maintaining an extensive knowledge of current market conditions. You shall enjoy the freedom to innovate, grow and make a difference as part of our global delivery team and leverage your knowledge in an entrepreneurial environment.

Responsibilities

- Responsible for preparing, implementing and augmenting business development strategy in line with the firm's vision.
- Responsible for networking and pitching the services to various associations, and independent and government authorities for synergistic partnership/empanelment.
- Research and identify new business opportunities - including new markets, growth areas, or new ways of reaching existing markets.
- Responsible for content analysis with specialization in conducting keyword research using SEO best practices to increase traffic to the company website with data management & analysis activities.
- Responsible for digital engagement, content development and synchronization with different media.
- Generating leads, targeting high-potential clients participating in the exhibitions (Domestic as well as International).
- Keep abreast of trends and changes in the business world.

Desirable

The ideal candidate is a motivated, organized, and creative individual. Candidates should have an exceptional professional presence and telephone manner for making initial contact and for ongoing communication with customers and business associates.

Written and verbal communication skills - needed for communicating with a range of people, both internally and externally, as well as presentation skills Ability to work in an aggressive and fast-moving environment where key objectives must be met on pre-agreed time. Relevant experience in a consulting environment will be preferred.