



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/PN/ 874

24th January 2024

Sub. Placement opportunity for MBA students of batch passing out in year 2024 from GGSIP University in the company “DeltaX”.

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA students of batch passing out in year 2024 from GGSIP University in the company “DeltaX” for your reference and circulation to students to apply on given link by **25th January 2024, 7:00 PM:**

Registration Link – <https://ggsipu.pod.ai/bGNsZC/pool-campus-placement-registrations/gJxUMH/>

Company Name – DeltaX

Role – Growth and Sales Specialist

Locations: Bangalore, Mumbai, Hyderabad, Pune and Delhi

CTC offered: INR 12 lakhs over 2 years

Number of open positions: 30

Eligibility Criteria: MBA (Any Specialization), No bar for academic score

Hiring Process:

1. Online (video) / Offline Campus Drive with pre-placement presentation on the date of the drive
2. Online screening round after the pre-placement presentation
3. Shortlisted students invited for Online/ Offline Interview
4. Selects made an offer to join

Please find attached Job Description for more information.

LAST DATE FOR REGISTRATION IS 25th January 2024, 7:00 PM.

(Dr. Nisha Singh)
Training and Placement Officer,
CCGPC, GGSIPU

About DeltaX:

DeltaX is a Data-Driven Digital Advertising Platform built for Agencies and Advertisers to optimally buy, track, attribute and report ad campaigns across search, social media, display RTB, Mobile, Video and other media channels. Founded in 2012, the platform serves as the pioneer in the Advertising Technology Industry. The cutting edge technology has empowered digital marketing teams across the globe with deep insights, automated ROI based spends optimization, activating award winning technology driven campaigns.

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About Growth Specialist role:

Our products are global by design catering to various industry verticals. As a Growth Specialist, you are responsible for building and growing the (B2B) client base in our target markets in accordance with the company's strategy and vision. This is a consultative sales role where you play an important role fostering companies growth initiatives focussing on our Product(/s), Market(/s) (Region/ Country) and Industry vertical(/s) assigned to you.

Your day to day responsibilities shall encompass:

- Understanding the product offering, sales narrative and the target customer/ company profile
- Action leads, identify opportunities, introduce the product to prospects, ascertain client needs and build commercial proposals
- Setup solutions discovery meetings/ demos along with internal experts as required ● Research and reach out to relevant decision makers at the target companies via phone call, emails, LinkedIn, etc.
- Respond to inbound enquiries from assigned market(s) and vertical
- Manage the existing sales pipeline, follow through on the opportunities to deal closures and client onboarding

What you'll need to succeed in the role:

- Excellent oral and written communication skills with a high level of business acumen ● Must be able to thrive in a fast paced environment and be motivated to take on a new challenges
- Demonstrated ability to take initiative and work independently as well as in a team environment
- Must be Proactive, Organized and Results Oriented with a strong sense of ownership



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- Culture sensitivities as you will likely be interacting with prospects in different market(s) •
 - Experience in Inside Sales or Direct Sales or Channel Sales is an advantage for the role

Hiring Process:

1. Online (video)/ Offline Campus Drive with pre-placement presentation
2. Online screening round after the pre-placement presentation
3. Assignment Round
4. Shortlisted students invited for Online Interview
5. Selects made an offer to join

hireme@deltax.com
