



**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/2023/745

21<sup>st</sup> September 2023

**Sub. Placement opportunity for GGSIP University students graduating in 2023 at the organization "Atica Global".**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of placement opportunity for students of GGSIP University of the batch passing out in year 2024 in the company “Atica Global” for your reference and circulation to students to apply on given link by **23<sup>rd</sup> September 2023**.

**Registration Link - <https://forms.gle/zM7pjYY7cqfDei1v9>**

**Name of Company** – Atica Global

**Designation** - International Sales Associate

**Eligible Degree** – BBA, B.Com, BA and MBA of 2023 passing out batch.

**Experience required** - Freshers to 1 year

**CTC Offered-** INR 4.5 Lpa (fixed) + 0.5 Lpa Incentives, Incentives performance based and paid Quarterly) which is upto 40,000 per month.

**Job Location** - Yerwada, Pune

**Rounds of Interview:** Case study, 3 rounds of video interview.

**Work mode** - Work from office

**Work timings** - US Shift (4 PM to 2 AM)

**Notice Period** – Immediate

JD attached for more information.

**LAST DATE FOR REGISTRATION IS 23<sup>rd</sup> September 2023.**

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

## About Us:

Atica is the fastest-growing hotel revenue success solution provider in the USA. With clients across the USA & across major brands (Marriott, Hilton, IHG, Hyatt, Choice, Wyndham, Best Western, Sonesta, G6, etc.), Atica has proven expertise in working with hotels helping them grow their annual revenues and stay competitive in a hyper-competitive market. Specifically, Atica offers three major services: sales management, revenue management, and digital channel management. Atica has clients across all major markets including: New York City, Los Angeles, Miami, Atlanta, Dallas, Orlando, St Petersburg, Chicago, Houston, and many more.

Atica is headquartered in Pune and is funded by top investors in India.

**Company Website:** [www.aticaglobal.com](http://www.aticaglobal.com)

## Please find below the details:

1. **Designation** - **International Sales Associate**
2. **Job Location** - **Yerwada, Pune**
3. **Work mode** - **Work from office**
4. **Experience required**-Freshers to 1 year
5. **Work timings**- US Shift (Monday to Friday)
6. **Notice Period**- Immediate

## What you will do?

1. Provide sales support for multi-branded hotels in the USA, develop and execute a sales action plan to meet or exceed revenue goals
2. Activate new accounts in the local market and increase market share from existing accounts
3. Develop and nurture a sales pipeline utilizing CRM to manage accounts and shorten the sales cycle
4. Making sure that the hotel ownership is profitable and finding new ways to add value to each hotel you're responsible for
5. Lead bi-weekly sales strategy calls with each of your designated hotels
6. Collaborate with the sales team to achieve sales targets and contribute to overall team success.
7. Support the development of sales strategies and contribute ideas for improving sales processes.

### **What makes you a great fit?**

1. Available to **work from Pune office** (from Monday to Friday) and shift timing will be **6 PM to 4 AM**.
2. Self-driven, goal-oriented, and able to work independently with a high level of initiative. Also, manage time effectively, and prioritize tasks to achieve sales goals.
3. Strong communication and interpersonal skills with a knack for building rapport over the phone.
4. Excellent written communication skills general correspondence, proposals, reports
5. Bachelor's degree or relevant work experience in hotel industry
6. Strong ability to leverage technology and CRM to shorten the sales cycle
7. Collaborative team player eager to contribute and learn from others
8. Excellent organizational skills and attention to detail, especially in maintaining accurate sales records.

### **Why work with us?**

1. We're more than just a workplace – As working with us means you'll have the chance to learn, grow, and lead which helps to shape your career trajectory while making a mark on the industry.
2. Everyone at ATICA is passion-driven and lets their work speak for itself.
3. Collaborative and supportive work environment.