

# KNOWLEDGE IS THE CURRENCY FOR THE 21st CENTURY

## **Training, Information & Placement Office**

TIPO Bldg., MEFGI Technical Campus, Rajkot-Morbi Road, At & PO: Gauridad, Rajkot 360003. Tel.: +91-281-2924155/156. Website: www.marwadieducation.edu.in

# **ON CAMPUS DRIVE NOTICE**

JOB DETAILS		
	UNIVERSAL HUNT	
Company Name	Company Website: <a href="https://www.universalhunt.com">www.universalhunt.com</a> , <a href="https://www.unihuntconsulting.com">www.unihuntconsulting.com</a> ,	
	www.aeontrade.com, www.leadtowin.in	
	Consultants (60 Positions) in Ahmedabad	
Designation	(a) Bus. Consultant/Consulting Partner — (HR)	
	(b) Business Dev. Executive: (1) Investment Banking	
	(2) Engineering Consulting; (3) Information Technology)	
	Business Consultant/Consulting Partner (HR):	
1	<ul> <li>Sourcing resumes from different job portals as per the requirement from</li> </ul>	
	client company	
	Using networking in order to attract business from client companies.	
	Developing a good understanding of client companies, their industry, and     their used on the same and an improved.	
	<ul><li>their work culture and environment.</li><li>Completing a search of the candidate database to find the right person for</li></ul>	
	the employer's vacancy.	
	Building relationships with clients.	
	<ul> <li>Headhunting - identifying and approaching suitable candidates.</li> </ul>	
	<ul> <li>Briefing the candidate about the responsibilities, salary and benefits of the</li> </ul>	
	job in question.	
	Requesting references and checking the suitability of applicants before      A suitable of the suitable of the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suitability of applicants before      Requesting references and checking the suita	
	<ul><li>submitting their details to the employer.</li><li>Formatting resume's and correspondence to forward to clients in respect of</li></ul>	
	<ul> <li>Formatting resume's and correspondence to forward to clients in respect of suitable applicants.</li> </ul>	
	<ul> <li>Organizing interviews for candidate as requested by the client.</li> </ul>	
	Informing candidates about the results of their interviews.	
	<ul> <li>Negotiating pay and salary rates and finalizing arrangements between client</li> </ul>	
	and candidates.	
	Offering advice to both clients and candidates on pay rates, training and	
Job Description	career progression.	
	<ul> <li>Reviewing recruitment policies to ensure effectiveness of selection techniques and recruitment program</li> </ul>	
	Responsible for End to End recruitment consulting including Talent Search,	
	Headhunting, Business Development and client coordination in India as well	
	as international markets.	
	Business Development Executive :	
	For doing Business Development within the Recruitment Sector should  maintain strong existing relationships	
	<ul><li>maintain strong existing relationships.</li><li>Exceptional Communication and Presentation skills both written and spoken.</li></ul>	
	Commercial Acumen and Strong network of contacts.	
	Work very closely with clients for identifying, analyzing, and resolving any	
	complex management problems.	
	<ul> <li>Preparing business (consultations) proposals, discussing same with clients,</li> </ul>	
	and following up accordingly	
	Strategize new opportunities for business acquisition and penetration with     witting and new clients.	
	<ul><li>existing and new clients.</li><li>Identifying the decision makers and decision influencers in the prospective</li></ul>	
	companies.	
	<ul> <li>Contacting the decision makers and influencers and introducing the company</li> </ul>	
	offerings to them.	

Date: 10.03.14



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Prepare presentation & proposals and coordinate with customer as well as company management. Analyze and provide accurate Marketing information to company management. Analyze the solutions and services the company has to offer to its customers vis-a-vis the competitors in the market. Achieve the HR Services sales goals and the milestones as set by the company. Capability mapping against the client processes.  Job Process  (1) Pre-placement talk (2) Written Exam (3) HR interview  Salary Package  Rs. 1.40 LPA to Rs.1.80 LPA  ELIGIBILITY PARAMETERS  Qualification  MBAPGDM/B.E./MCA (Average 55% in SSC, HSC & Graduation) Candidate should be educated throughout in English Medium  Candidate should be exceptionally Sharp, Swift, Street-smart, Presentable with Excellent Written and Oral Communication skills in English and high grasping power. Should be very proficient in PC software packages of MS office as well as usage of internet. Should be educated throughout in English Medium  Behavioural Competencies: Excellent interpersonal and communication skills, both written and verbal, along with an ability to influence and motivate others. Possesses superior organizational skills, Is able to effectively manage multiple tasks and meet deadlines consistently Proactive and able to solve problems effectively and rapidly using excellent analytical skills Proven consistently high levels of customer service performance Flexible and adaptable to changing business needs. Ability to confidently source and approach new prospects, utilizing excellent presentation skills. Skilled in the art of networking, as evidenced by current contacts in the local professional and business community.  Registration Latest by 15th March 2014 before evening.  CONTACT DETAILS  TIPO Contact Person Mr. K.S.R. Swamy (97277-24695) TIPO BUILDING, MARWADI EDU. FOUNDATION CAMPUS, Rajkot-Morbi Road, At & PO: Gauridad, Rajkot 360003.  Before end of March 2014.	Tel.: +91-281-2924155/156. Website: www.marwadieducation.edu.in		
Required Skills  Requir	Job Process	<ul> <li>company management.</li> <li>Analyze and provide accurate Marketing information to company management.</li> <li>Analyze the solutions and services the company has to offer to its customers vis-a-vis the competitors in the market.</li> <li>Achieve the HR Services sales goals and the milestones as set by the company.</li> <li>Capability mapping against the client processes.</li> </ul>	
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Date & Time Before end of March 2014.	Venue		
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### **About the Company:**

Universal Hunt provides one stop solution to most of our clients by extending consulting services in all domains. Ours is the only consulting firm with our own non-commercial online Portal **www.universalhunt.com**. We have built a databank of more than 25 Million candidates over a period of time, which allows us absolute success in any mandate in shortest time span with 100% client satisfaction.

We serve more than 1000 international clients across all sectors and industries in more than 20 countries. We have clients in UK, Germany, Belgium, South Africa, Netherlands, Singapore, India, United Arab Emirates, Saudi Arabia, Bahrain, Oman, Qatar, Yemen, Libya, Tanzania, Kazakhstan, Tunisia, Jordan, Nigeria, Kenya and Malaysia, Uganda, Hongkong, Australia and many other countries.

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We find leaders who build winning business. As passionate experts in the executive search industry we build leadership teams for our clients every day. Maximise your exposure to the global executive talent pool and fully leverage the experience of our executive search consultants. We deliver top-quality service that is designed to exceed our client expectations. Universal Hunt SM has evolved as one of the fastest growing Global Human Resource Solutions brand with expertise in "Premium Recruitment Consulting", "Turnkey Recruitment Projects", "Interim Management" and "Top Level Corporate Training".

#### **Domains Information:**

**Human Resource Solutions:** Our HR Solutions include Executive Search, Corporate Training and Team Assessment Services. From Executive Search perspective, we not only identify and approach candidates based on assignments from clients but we also use reverse approach and design our business development methods to get assignments from clients where our candidates can be of best fitment. As a search specialist, we emphasize on identifying candidates with higher chances of longer association between client and candidate, which helps in successful implementation of long term winning strategies for the business resulting in to exponential growth for both client and candidate. Longer stay of a candidate with any organization term growth strategies in an organization both are mutually benefited from exponential growth as a result of successful outcomes of right strategies:

**Investment Banking:** We leverage on our global network of strong relationships with owners of businesses from various industries and sectors and support them in mergers & acquisitions, strategic advisory services and funds syndication, to catalyze their growth plans by customizing unique financial and strategic solutions for their businesses. We not only understand our clients well financially but we have a unique understanding of clients culture due to long term association through Human Resource related services provided to them. Many of our clients are large diversified investment / holding companies with interests in various businesses in multiple sectors and geographies looking for investment opportunities around the globe. Most of our clients are large conglomerates and leading players in their respective fields with consisted growth rates and steady expansion plans. We not only help them right manpower but also support their inorganic growth through culturally fit partner search.

**Engineering Consulting:** As an Engineering consulting firm we provide Comprehensive Planning and Design Engineering services encompassing Architectural& Civil Structural Designing; Designing for Electrical Power Distribution & Lighting Installations; Designing for Controlled Environment / HVAC; Utility Planning involving Steam, Compressed Air, Water and Effluent Treatment Plan and Rain Water Discharge; and General Services like preparation of tenders, bid evaluations and inspection of machinery. We provide our consulting services across sectors.

**Information Technology:** As an IT company we provide both products and services using various technologies and engagement models which suit the client interests. We are a product based company and not only a pure service company. We have successfully developed products like PowerHunt (Integrated Talent Management System), Sales CRM (Comprehensive module which works best for any industry or sector) etc. Our services include Application Development, Product Development, Application Maintenance and Support, Mobile Solutions, E-commerce solutions, Application Migration, Website / portal Development, Content Management System, Rich Internet Applications and Branding / Social Media Management Solutions

### **Universal Hunt Statistics:**

- Direct Branches 8
- Approximate placements done so far 5000 plus
- Direct Employees 280 plus

### K.S.R. SWAMY

Corporate Manager M. 97277 24695

Date: 10.03.14