

A. Company Details:

NAME OF COMPANY: MILEKAL ENGINEERING PVT. LTD.

Milekal is one of the youngest flagship design & detailing solution companies in global market, established in 2016. The Company has been formed by young enthusiastic engineers, who have vivid experience in construction & infrastructure industry. Our engineers are powered by synergy of US & European structural knowledge & technologies more than decades. Milekal has corporate office at Hyderabad & the Company operation has been spread through two production centres in Chennai & Coimbatore & one development centre in Erode.

B. Internship Details:

Role: Internship in International Business Development

Domain: Inside sales over telephonic communication for US/ Canadian/ UK engineering & construction market for structural steel designing & detailing work.

Responsibility: Exposure to target base insides sales in International Business Development domain for US, UK & Canadian engineering & construction market for structural steel designing & detailing work - Viz. Marketing and business development for design and detailing work of steel structure in USA, UK and Canadian market.

Duration: 3 months.

Stipend&Reimbursement: No stipend to be paid during internship period.No reimbursement or compensation for travelling, food & lodging expenses during internship period.

Timing: 5 days in week (In International shift)

Location: Hyderabad.

Selection process: Written tests & followed by group discussion, technical & personal interview. Selection process is based on the basic skill set, quality & attitude of participant.

Qualification: Pursuing MBA/ BBA/ B.Com.

C. Employment Details:

Role: Jr. Associate- International Business Development

Domain: Inside sales over telephonic communication for US/ Canadian/ UK engineering & construction market for structural steel designing & detailing work.

Probation Period: 6 months

Responsibility: Generate revenue by building an opportunity/client database/pipeline and achieve monthly and quarterly targets.Research and network with new & potential acquaintances in the International market and generate leads through various sources including social media sites like LinkedIn, Twitter, Hoovers and many others.Accurately develop, map, forecast and close business within their vertical/ domain/region: Civil/Mechanical/ITES.Plan market entry and pitch to International clients (to start with US/Canada region and later to other parts of the world). Work with the production team to develop technical and commercial proposals that captures the client's needs, concerns and objectives. Organize conference calls with decision makers and quickly grasp knowledge on client's business and

technical requirements and fit our solutions for their specific needs. Maintain and nurture new/existing client relationships & work closely with the internal teams to meet customer needs and ensure additional business. Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators. Submit daily and weekly progress reports/KRA reports/CSR reports and ensure data is accurate.

Compensation:

As per company policy, base compensation (CTC) will vary based on individual education level, performance during internship period as indicated in below table. Below amounts are exclusive of sales incentive & other benefits.

Education Level	Total Yearly CTC	Break Up
MBA	Rs. 5.60 Lac	Fixed Component Rs. 2.40 Lac + Rejoice Bonus Rs. 0.60 Lac + Performance Variable Pay Rs. 1.80 Lac + Joining Bonus Rs. 0.30 Lac + Stay Bonus Rs. 0.50 Lac
BBA/ B. Com	Rs. 3.50 Lac	Fixed Component Rs. 1.50 Lac + Rejoice Bonus Rs. 0.60 Lac + Performance Variable Pay Rs. 0.90 Lac + Joining Bonus Rs. 0.20 Lac + Stay Bonus Rs. 0.30 Lac

Selection process:

Selection for employment is based only on achievement of result or target during internship period.

D. Contact Details:

Website:

www.milekal.com

Corporate Office:

3rd Floor, AikyaVihar, Kavuri Hills Phase-II, Hyderabad – 500033.

Contact Details:

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