

About Company:	<p>The team of dedicated individual cloud professionals working on cloud technologies, Full Stack Development, Angular JS, React JS and many latest technologies. With growing demands in cloud technologies around the world over past few years, we see ourselves as a highly motivated company working hard to excel the cloud computing market & become leading cloud tech solution provider to meet our clients demand across the globe.</p> <p>Cloud Analogy leverages Salesforce.com & all of its cloud technologies to help clients with the development of their custom cloud application needs.</p> <p>For further details, please visit: cloudanalogy.com/ LinkedIn ID: in.linkedin.com/company/cloudanalogy Glassdoor Link: www.glassdoor.co.in/Reviews/Cloud-Analogy-Reviews-E1942106.htm</p>
Official Website:	cloudanalogy.com/
Target Degree and Branch:	<p>B.tech CS and IT for Software Developer and Quality Analyst Branches. B.tech all Branched for BDE</p>
Batch:	2020
Salary Bifurcation (Fixed + Variable)	<p>Developers: 2.4LPA QA: 2LPA BDE: 2.4LPA</p> <p>Stipend of 10k for initial 6 months, in all 3 profiles</p>
Designation:	<p>Software Developers Quality Analyst Business Development Executive</p>
Roles and Responsibilities:	<p>Quality Analyst Profile: Roles and Responsibility:-</p> <ul style="list-style-type: none"> Reviewing quality specifications and technical design documents to provide timely and meaningful feedback Creating detailed, comprehensive and well-structured test plans and test cases Estimating, prioritizing, planning and coordinating quality testing activities Review requirements, specifications and technical design documents to provide timely and meaningful feedback Create detailed, comprehensive and well-structured test plans and test cases. Estimate, prioritize, plan and coordinate testing activities. Design, develop and execute automation scripts using open source tools. Identify, record, document thoroughly and track bugs. Perform thorough regression testing when bugs are resolved. Develop and apply testing processes for new and existing products to meet client needs. Liaise with internal teams (e.g. developers and product managers) to identify system requirements. Monitor debugging process results. Investigate the causes of non-conforming software and train users to implement solutions. Track quality assurance metrics, like defect densities and open defect counts

For Software Developer**Roles and Responsibility:-**

Develop and implement new software programs, coding design.
 Maintain and improve the performance of existing software
 Clearly and regularly communicate with management and technical support colleagues
 Design and update software database
 Recommend improvements to existing software programs as necessary.
 End user support and Training, Project Management collaboration and communication.

For Business Development Executive**Roles and Responsibilities:**

Identifying new sales leads
 Pitching products and/or services
 Maintaining fruitful relationships with existing customers
 Demand generation through outbound marketing activities. Researching organisations and individuals to identify new leads and potential new markets.
 Prospect Identification, Nurturing & Closure. Researching the needs of other companies and learning who makes decisions about purchasing.
 Lead Generation and Management by Contacting potential clients via email or phone to establish rapport and set up meetings / Cold Calling.
 Independent Sales Target.
 Planning and overseeing new marketing initiatives
 Attending conferences, meetings, and industry events
 New Business Acquisition
 Contacting clients to inform them about new developments in the company's products
 Developing quotes and proposals
 Negotiating and renegotiating by phone, email, and in person
 Developing sales goals for the team and ensuring they are met
 Training personnel and helping team members develop their skills
 Market Research and Analysis

Joining Locations:

Noida

Joining Period:

Immediate

Interview Location:

Virtual Interviews

Dates:**Last date to Apply:**

24th August for Software Developer and Quality Analyst Profile
 31st August for BDE

Interview Date:

25th August for Quality Analyst
 26th August for Software Developer
 3rd September 2020 for BDE

Tentative Joining Date:	Immediate
Selection Process:	<p>Process</p> <p>Online Application through CoCubes. Shortlisting On the basis of question asked. Shortlisted candidates will Undergo Virtual Interview rounds(Skype/Telephonic/Hangouts).</p> <p>Further Rounds: Software Developers: 1) Technical/Programming Test Round 2) Trailhead Round Assignment 3) PI Round 4) HR Round</p> <p>Quality Analyst: 1) Telephonic Round 2) Technical Test 3) Trailhead Round Assignment 4) PI Round 5) HR Round</p> <p>Business Development Executive: 1) Telephonic Round 2) PI Round 3) HR Round</p>
Gender Preference:	NA
% Cut-off:	40%
Bond to be Signed:	NA
Bond Details:	NA
Selection Ratio:	NA
Specific Requirements:	NA
Status Posting Link(Software Developer) Posting Link: QA Posting Link BDE:	https://www.cocubes.com/student/jobpost.aspx?id=24370 https://www.cocubes.com/student/jobpost.aspx?id=24369 https://www.cocubes.com/student/jobpost.aspx?id=24368
Job Segment:	IT Services/Ops/Sales