



NOTICE: TRAINING PLACEMENT & ALUMNI CELL

Ref: GITM / T&P / 2025-26/228

Date: 14 July 2026

Sub: Campus by Mygate

Attn: MBA/ BBA / BCOM/BCOM-H 2026 Batch

About The Company	Mygate is India's leading community living SaaS platform, trusted by 4 million+ residents across 25,000+ gated communities. At its core, Mygate is a Software-as-a-Service solution that empowers housing societies with a powerful suite of tools for security management, communication, payments, and community engagement. What began as a smarter way to manage visitor entry has evolved into a 360° living experience ecosystem, enabling communities to operate more efficiently while enhancing the quality of everyday life.
Designation	Business Development Manager (Sales)
Location	angalore, Mangalore, Kochi, Trivandrum, Mumbai, Navi Mumbai, Gurgaon, Hyderabad, Noida, Kolkata, Guwahati, Lucknow, Chennai, Pune, and Ahmedabad
Salary	₹6 LPA (Fixed) + ₹5 LPA (Incentives)
Working Hour	10:00 a.m. – 7:00 p.m. Schedule: 6 days a week (Monday off)
Candidate Requirements	• Immediate availability to join • A valid driving license and comfort with field visits 3 days a week • Excellent communication and interpersonal skills • Eagerness to thrive in a fast-paced startup environment.
Role	• Execute daily field visits to prospect and acquire new clients • Apply a hunter approach to consistently identify and pursue fresh business opportunities • Meet and consult with clients to understand their needs and recommend tailored solutions • Remote Mygate's products/services by positioning value and addressing lenient requirements • Built, manage and retain strong client relationships while expanding the customer base • Arrange and lead business meetings, demos and client presentations • Write proposals, negotiate terms and close deals • Maintain accurate record of sales, revenue and invoices • Provide after sales support to ensure client satisfaction and long-term partnerships
Requirement	• Strong hunter mentality with the drive to exceed sales target • Proven consultative sales skills- ability to listen, diagnose and provide solutions • Excellent communication, stakeholder management and negotiation skills • High self-motivation and willingness to work in a target-driven, field-based role • Experience with design and implementation of business development strategy • Ability to work 6 days a week, with extensive client-facing activities
Registration link	https://docs.google.com/forms/d/e/1FAIpQLSfTNA_94Ntzi-FTlrQDw_0UBQ-t-wIN7nxHFf-J4DzeZYg4SQ/viewform?usp=publish-editor

CC to:

Hon'ble Chairman Sir, for kind information

Director – Coordination & Planning

Director-GITM Principal GIHS

Director-Administration

HOD MBA BBA BCOM BCOM-H

Notice Board

TPO-GGI