# NOTICE: TRAINING PLACEMENT & ALUMNI CELL

***Ref: GITM / T&P / 2025-26/210*** ***Date: 24 June 2026***

## Sub: Campus by ATICA

**Attn: BTech (all branches) / MBA / BBA – 2026 Batch**

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| **About The Company** | ATICA is a rapidly growing commercial management solution provider to hotels across the USA, with esteemed clients including Marriott, Hilton, IHG, and Hyatt. We specialize in sales management, revenue management, and digital channel management, helping hotels enhance their annual revenues and remain competitive in a challenging market.<br>Our operations span major US cities such as New York City, Los Angeles, Miami, and Dallas, among others. ATICA is headquartered in New Jersey, USA, and supported by leading investors in the region. |
| **Designation** | • **Sales Associate**<br>• **Revenue Associate** |
| **Location** | **Pune** |
| **Salary** | • **Sales Associate: 4.5 LPA (Fixed) + 0.5 LPA (Performance-based variable paid quarterly).**<br>• **Revenue Associate in Training: 4.2 LPA (Fixed)** |
| **Key Resposibilities** | **Sales Associate**<br>• 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 fromexisting accounts 3. Develop and nurturea 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. Leadbi-weekly sales strategy calls with each of yourdesignated 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.<br><br>**Revenue Associate**<br>●Pricing Updates: Implement timely pricing updates based on market conditions, competition, and internal strategies. Understand this indifferent brands like Marriott, Hilton, IHG etc. ●OTAManagement: Manage extranet/portals with online travel agencies (OTAs) and optimise our presence on various platforms to drive bookings. Work on improving our ranking in all OTA's like Booking.com, Expedia, Airbnb etc ●RateShopping:Monitorandrecordhotelratestoremaincompetitive. ●Rate Plan (PMS/RMSConfig):Configure and manage rateplans in property management systems (PMS) and revenue management systems (RMS). |
| **Process** | • Aptitude Test<br>• HR Screening<br>• Three virtual Interview Rounds |
| **Process Date** | 30 June 2026<br>https://app.testgorilla.com/s/wwx3kn47 |

***CC to:***
*Hon'ble Chairman Sir, for kind information*
*Director – Coordination & Planning*
*Director-GITM Principal GIHS*
*Director-Administration*
*HOD CS IT EC EE ME CE MBA BBA*
*Notice Board*

**TPO-GGI**