



**ISLAMIC UNIVERSITY OF SCIENCE & TECHNOLOGY**  
**AWANTIPORA, KASHMIR**

**OFFICE OF THE CAREER COUNSELLING & PLACEMENTS**

Dear Alumnus / Student,

Please accept greetings from the IUST, hope you are doing well.

I would like to inform you that **Hewlett Packard (HP)**, an American multinational information technology company, which was founded in a one-car garage in Palo Alto by Bill Hewlett and David Packard and initially produced a line of electronic test equipment is offering the openings for the positions of **Management Trainee**.

**Eligibility:** Any Graduate

**Pass out:** Year 2018, 2019, 2020

**Application Deadline:** 11<sup>th</sup> of October 2021 till (12:00 AM IST)

**Minimum Requirements:**

- 1) Typically, 1-3 years of selling experience at end-user account or partner level.
- 2) Experience in developing positive relationships and solving customer problems.
- 3) Basic understanding of the IT industry, competing vendors, and the channel.
- 4) Basic understanding of HP's organization & operations, including key business rules, partner segmentation, key programs & initiatives.
- 5) Basic understanding of a specific set of HP's products, software, and services.
- 6) Basic understanding of pipeline management.

You are therefore advised to please go through the details minutely and click on the below mentioned registration link:

<https://www.applytracking.com/tp/rj6-3qj-T-K>

Wish you all the best.

IUST/ CCPC/HP/21/38  
Dated: 21<sup>st</sup> of September 2021

(Dr. S. Iqbal Quraishi)  
Dy. Registrar  
Trainings & Placements