

# ARKA JAIN University

## Training & Placement Department

### Placement Opportunity: Extramarks

NOTICE NO. : AJU/T&P/UG/0051/19-20

DATE: 23 /09/2020

#### COMPANY PROFILE:

Extramarks provide learning solutions to students of K-12 segment. It's learning App has become extremely popular amongst students in India and abroad. Premier schools in India are already using Extra marks learning solutions to deliver education to students. Extra marks also prepare students for entrance examinations through Learning App and Smart Coaching Centers for IIT-JEE and Medical. These centers provide perfect blend of expert faculty and digital technology to ensure concept based learning instead of rote learning. Extra marks Learning App and Learning Tablet have become extremely popular amongst students of K-12 who study at home only with Extra marks. Offices in: Singapore, India, South Africa, Middle East & Indonesia

**PROFILE:** Sr Business Development Executive

#### JOB ROLE:

The role being offered is Sr Business development executive. As a Business Development executive you role will start with contacting potential customers (parents and students), to set up meetings, counsels the student on learning pedagogues.

**JOB TYPE:** Full Time

#### JOB REQUIREMENT:

- Roles and responsibilities
- Develop and maintain strategic long term trusting relationships with high volume customers to accomplish organic growth.
- Communicate company products and services via Calling and E-mail and also build relationships in order to uncover prospect needs.
- Document and update CRM with daily activities as required.
- Achieve weekly and monthly goals.
- Be a self starter and pro-active; identify and act on opportunities for improvement.
- Ensure reporting and communications is frequent and bi-directional.
- Remain knowledgeable about all organization's products and services to facilitate sales efforts.
- Completing input numbers on daily basis and taking up revenue responsibility.
- To research and analyze the customer's requirements and present best solutions.
- Keep abreast with Extra marks latest offerings and best practices.
- Research key customer wants and needs.

#### EXPECTED SKILLS FOR BUSINESS DEVELOPMENT EXECUTIVE

- Excellent interpersonal and communication skills
- Commercial awareness

#### LOCATION:

PAN India (Work from home currently).

#### SALARY PACKAGE OFFERED:


Package- 3LPA- 4.5LPA

ELIGIBILITY CRITERIA: BBA/[B.COM/BCA/BA/B.SCIT](#) (Batch 2020)

PROCESS OF REGISTRATION:

1. E- Mail Your Resume to [placements@arkajainuniversity.ac.in](mailto:placements@arkajainuniversity.ac.in)
2. The Subject Line Of Your Mail Must Be Mentioned As “ Extra marks ”
3. Resume Must Be In The Standard Format – MS Word File. Resume File Name Must Be Student’s Own Name.
4. It is Mandatory to fill the Google sheet then only your nomination will be accepted
5. Resumes In Any Other Format Will Be Rejected.
6. Kindly send your Resume by **10 PM 23 September 2020**

Sd/-



**Head – Training & Placements**

**Disclaimer** : The information mentioned above is as shared by the employer. The institution will not be responsible for any deviation.