ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY : WhiteHat Jr

NOTICE NO. : AJU/T&P/UG/0006/20-21
DATE : 13-10-2020

Company Name : **WhiteHat Jr**

COMPANY PROFILE :

WhiteHat Jr **was created to solve the gap in the global school system today.** Less than 5% of schools taught mathematics during the Industrial Revolution. Widespread unemployment followed until schools added Mathematics to the curriculum. Today, in the computer age, less than 1% of schools teach coding in early childhood. **WhiteHat Jr prepares kids 6-18 for this new world.** Kids learn fundamentals of coding logic, structure, sequence and algorithmic thinking to generate creative outcomes eg animations and apps. **All classes are taught Live 1:1 Online in the comfort of your home by Top 99.9th percentile of certified teachers.**

WhiteHat Jr makes kids Creators in the new world with the first structured coding curriculum in the world from early childhood and **also empowering women in our society to be independent and self-reliant.**

• B2C Model only : Live 1:1 Online Tutoring
• **World's 1st Coding + Space Technology Curriculum for Grade 1-9**
• Kids as young as 6 create industry-grade apps downloaded by thousands on play stores
• **Launched globally (USA, Canada, Australia and more)**
• First live 1:1 Online Advanced AI/Python Curriculum in the world

ABOUT THE ROLE :

We're seeking a qualified **Sales Manager (Day Shift)** to sell Whitehat Jr's product that our customers have grown to rely on. The Sales Manager will utilize their skills to **generate high quality leads, build a strong relationship with customers and close deals.** The ideal candidate will be a quick learner with strong negotiating skills, and demonstrate the ability to showcase our offerings in a compelling way.

ROLE DETAILS :

Scope : Exceed targets for New Sales, Referrals or Renewals sales, in an individual contributor role

Work Location : Remote online work until offices reopen, candidate may be based anywhere in India

Working days : 6 working days with 1 day-off which may be during week

Shifts (subject to change) : Shift start hour will be any time post 6 AM and shift end hour before 12 midnight

Mandatory Language Fluency : English and Hindi

Laptop/Wi-fi : Candidates to use their own laptops and Wi-fi. Wifi charges shall be reimbursed as per policy on submission of bills.

Additional Compensation : If applicable, this will be decided basis your allocated shift after you join.

Eligible Courses : [BBA / BCOM / BCA / BSC IT / BA] ; Passing out Year 2021

Eligible Gender : Both Male & Female

Joining Period : Immediate

JOB REQUIREMENTS :

1. Fluency in English and Hindi, ability and willingness to deliver in a high pressure environment.
2. Excellent communication, interpersonal, problem-solving, presentation, and organizational skills.
3. Ability to counsel a parent for the child's future.
4. Comfortable with changing shift timings so that we may serve our customers better.
5. Working knowledge of spreadsheets (Excel, Google Sheets) and PowerPoint.
6. Working Knowledge on Salesforce (Desired but not mandatory).

SELECTION PROCESS :

1. Three rounds of interviews similar to other full-time roles with a turn around time of at least 15 days.

2. Slots and Details will be mentioned beforehand

3. Selection through Virtual Campus Drive (Details will be shared beforehand)

EXPECTED SALARY :

Would be in the range of INR 5 to 9 Lacs per Annum + Incentives (Based on performance).

PROCESS OF REGISTRATION :

1. Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

https://forms.gle/hCxf2WZXcMND1m7w5

2. Please not that only those students who successfully submit their details will be applicable further.

3. The form can be submitted only once, thus please be cautious while filling up the form.

4. The Resume File name should be student's own name.

5. Registration deadline for Nomination is till 03:00 PM, 14th October 2020.

6. One student can Register only once, thus be cautious while registering.

7. Please Note : The Registration process will automatically turn off after the provided deadline.

Sd/-

HEAD – TRAINING & PLACEMENTS

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