

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY: CAMPUS GYANI PVT. LTD.

NOTICE NO.: AJU/T&P/UG/0014/20-21

DATE: 19-01-2021

NAME OF COMPANY: CAMPUS GYANI PVT. LTD.

ABOUT COMPANY:

Campus Gyani aims to bring the corporate close to the colleges from tier 2 and tier 3 cities like never before. They help the students with the paradigm shift from campus to corporate. It's a career aspirant online community for all the stakeholders of education such as colleges and students. **Campus Gyani guides students to explore the best career path for them and helps to prepare them for all the upcoming corporate challenges.** Driven by values and passion they ensure that their students find success in their respective fields. They are a team of experts on a mission to transfer the face of technical education in cities with less or no corporate exposure. **They are on a mission to inspire millions of youths of India and abroad to realize their true potential and guide them to select the right career path.**

DESIGNATION: Business Development Executive

JOB LOCATION: Jamshedpur

COURSE & SPECIALIZATION ELIGIBLE: BBA/BCOM

PASSING YEAR ELIGIBLE: 2021

SALARY PACKAGE OFFERED:

INR 10,000/- to 20,000/- Per Month Take Home Salary

(Depends on Student's performance during the interview)

GENDER ELIGIBLE: Male & Female

TENTATIVE JOINING DATE/PERIOD: Immediate

SELECTION PROCESS:

- 1. Shortlisting of Resumes by Company HR**
- 2. Telephonic Round Interview**
- 3. Personal Interview at Company Office for Shortlisted Students**

JOB ROLE & RESPONSIBILITIES:

- Working on the complete life cycle of the product.
- Increasing the brand reach and making the brand more visible in the market amongst the targeted group.
- The candidate is responsible for achieving the sales target set for his/her respective project.
- The candidate is responsible for handling all the prospects/enquiries/students at the site and converting leads.
- The incumbent would be responsible for handling all the pre-sales and post sales activities at the center.
- Also responsible for the whole life cycle of the customer viz. sales, documentation, follow up and making himself/herself available to all the queries of the students and colleges.
- Responsible for ensuring the rise in no. of applicants for the courses on offer.
- End to end sales. From lead generation to closure, the incumbent would be responsible for all.
- Responsible for understanding the local market dynamics and competitive environment.
- Responsible for all the queries/complaints as the students become brand ambassadors of Campus Gyani.
- Responsible for smooth onboarding of the student/college to the program.

JOB REQUIREMENT:

- Should be excellent in communication skills – English and Hindi
- Any regional language fluency can be an add on
- Good at convincing skills
- Should be self-motivated and should be a self-starter
- Ability to handle pressure, someone who enjoys working in a competitive environment
- Someone who is ready to learn and grow within the system
- Appetite for sales and numbers, loves targets and thrives on achieving them
- Someone who can devote 9 hours a day and 6 days a week

WHAT CAMPUS GYANI OFFERS:

- Best in class salary for freshers
- Additional incentives (real attractive one)
- Great working environment (hand holding and a lot of learning on offer)
- Alternate Saturday's off (depending on the work-load)
- An opportunity to learn and grow within the system (promotion opportunities every year)
- Performers and contributors are valued and would be held in high stead

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/j9k5XhSLZC6JURnq7>

2. Please note that it is mandatory to submit the above form to nominate successfully.
3. The form can be submitted only once, thus please be cautious while filling up the form.
4. The Resume File name must be student's own name.
5. Registration deadline for Nomination is till 11:00 AM, 20th January 2021.
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