

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ VEDANTU

NOTICE NO.: AJU/T&P/PG/0033/20-21

DATE: 19-05-2021

NAME OF COMPANY: VEDANTU

PAYROLL COMPANY: VEDANTU

ABOUT COMPANY:

Vedantu is India's leading Online tutoring company which enables students to learn LIVE with some of India's best-curated teachers. Vedantu's USP is its quality of teachers. It has around 500+ teachers who have taught more than 1 Million hours to 40,000+ students spread across 1000+ cities from 30+ countries.

Vedantu is the first choice of students aspiring to score full marks in their ICSE and CBSE Board exams or to crack any competitive exam like IIT JEE (Mains & Advanced), Kishore Vaigyanik Protsahan Yojana (KVPY), National Talent Search Exam (NTSE), International Math Olympiad (IMO), International English Olympiad (IEO). Hours and Hours of Study with no fun, is a bad idea for you, foreseeing the long run. To ensure that motivation is stirred in the best proportion for your clear understanding, a good number of quizzes and Objective tests like V-Brainer, V-Maths, Turbo Maths are organized to impart knowledge and reward the best performers with surprise gifts.

WEBSITE: <https://www.vedantu.com/>

Registration deadline for Nomination is till 03:00 pm, 20th May 2021.

DESIGNATION: Academic Counsellor

SECTOR: Sales

JOB LOCATION: Pan India; Currently Work From Home

COURSE & SPECIALIZATION ELIGIBLE: MBA

ELIGIBLE PASSING YEAR: 2021

SALARY PACKAGE OFFERED:

INR 3.3 LPA (Increased to 4.5 LPA based on performance during 3-month training) + Variable Pay

GENDER ELIGIBLE: **Male & Female**

ROLES AND RESPONSIBILITIES:

- Advise students/ parents for their learning needs through structured Counselling Sessions.
- Fix appointments and conduct online demo sessions on daily basis including follow up sessions.
- Understand Customer profile & problems to explain implication of ineffective learning methods.
- Create the need for Smart Learning and advise student-parent to buy Vedantu Subscription as solution.
- Handle Objections and Price Negotiation to generate Sales Revenue.
- Learn/ Upgrade one's own Product Knowledge and Sales Skills to achieve and exceed growing Sales target(s).
- Possess sound knowledge and understanding of consumer (students and parents) behaviour.

COMPETENCIES REQUIRED:

- Possess sound knowledge and understanding of consumer (students and parents) behaviour.
- Possess Basic / Good knowledge of Class 6 to 12 Subjects as per existing Curriculum.
- Enthusiastic and willing to work relentlessly for achieving and exceeding business targets.
- Thrive in a fast-paced ambiguous work environment.
- Have good communication skills in English and the regional language with professional presentation.
- Should be passionate about Sales. **(Necessary Requirement)**
- Should have Laptop / Wi-Fi connection. **(Necessary Requirement)**

Tentative Joining Date/Period: Immediate

Selection Process: Online

PROCESS OF REGISTRATION:

01. 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/JceCiRsoCWxYy9s3A>

02. Students registered with the T&P Department for placements, are only eligible.

03. Already placed & debarred students are not eligible.

04. Updated list of debarred students is available with the respective HODs.

05. Please note that it is mandatory to submit the above form to nominate successfully.

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

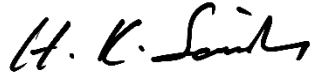
07. The Resume File name must be student's own name.

08. Registration deadline for Nomination is 03:00 pm, 20th May 2021.

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

10. Please Note: The Registration process will automatically turn off after the provided deadline.
11. You are advised to read & understand the disclaimer below before applying for this opportunity.
12. For queries you may WhatsApp @ 9831664615 (Mr.Rahul Rej - TPO, AJU).

Sd/-



HEAD – TRAINING & PLACEMENTS

Disclaimer: The above Notice is based on the information as shared by the employer. The University will not be responsible for any deviation.