

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**

**PLACEMENT OPPORTUNITY @ Udayy**

NOTICE NO: AJU/T&P/UG/0030/20-21

DATE: 02-06-2021

NAME OF COMPANY: Udayy

PAYROLL COMPANY NAME: Udayy

**Registration deadline for Nomination is till 6:00 pm, 3<sup>rd</sup> June 2021.**

**ABOUT THE COMPANY:**

**Udayy** is a play and learn platform for kids. Skorion Technologies Pvt. Ltd. is the parent company of Udayy. The vision of the company is to transform **K5 learning** by making it fun and personalized for every child in India. Udayy was incubated in Silicon Valley and counts some prominent investors as its investors. **Kids learn Mathematical Thinking and English via live online classes in small batches of 3 - 5 kids.** The **founders** are serial entrepreneurs from **Stanford and IIT Delhi** with a deep passion for education and a vision to build the largest company that the world has seen in this space.

**Website:** [www.udayy.com](http://www.udayy.com)

**JOB DETAIL:**

**PROFILE: BUSINESS DEVELOPMENT ASSOCIATE.** This is a Sales Profile hence only those who are willing to make a career in sales should apply.

**SKILLS NEEDED:** Excellent Written and verbal communication skills in English.

**ELIGIBLE COURSE & SPECIALIZATION:** BBA/B.COM/BCA/BA (Any Specialization)

**ELIGIBLE PASSING YEAR:** 2021

**ELIGIBLE GENDER:** FEMALE /MALE

**REMUNERATION OFFERED:** Rs. 4.00 Lakhs Per Annum to Rs.6.00 Lakhs Per Annum (depending on the performance in the interview process) + Rs. 2.00 Lakhs Per Annum Variable.

**CORE RESPONSIBILITIES:**

- Generate revenue by qualifying and closing leads
- Meet and exceed sales targets
- Identify new prospects and revenue opportunities
- Pitch products & services to potential customers
- Build rapport and long-term relationships with customers
- Provide management and product teams with feedback from potential customers

**REQUIREMENTS:**

- Passion for human interactions
- Demonstrated track record of over-achieving quota
- Strong written and verbal communication skills
- Good listening ability & Strong convincing ability
- B2C experience in Top EdTech is a big plus

**CULTURE AT UDAYY:** The Company cares deeply about their three cultural values

1. Hustle - Get things done fast and efficiently
2. Respect - Time, your team, and customers
3. Candor - Challenge directly and care personally

**Working Schedule - 6 days working (Saturday and Sunday mandatory working) rotational offs on weekday.**

**SELECTION PROCESS/ROUNDS:**

- Telephonic Screening
- Group Discussion Round
- Sales Director Round
- Founder's Round

**TENTATIVE JOINING DATE/PERIOD: IMMEDIATE**

**ANY BOND/SECURITY AMOUNT: NO**

**JOB LOCATION:**

Presently due to the COVID situation, the company is not encouraging office hours; selected students will be trained from home and will be working from home post-training. Once the situation improves, they shall be expected to report to company's Gurgaon office.

## 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/cM2XjHBx5YypfrWF9>

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 till 6:00 pm, 3<sup>rd</sup> June 2021.**

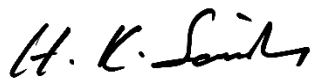
09. One student can Register only once, thus be cautious while registering.

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 @ 7279900530** (Ms. Zeba - Sr. Executive Training and Placement)

Sd/-



**HEAD – TRAINING & PLACEMENTS**

**Disclaimer:** The above Notice is based on the information as shared by the employer. The employer reserves the right to change or modify the aforementioned job details without any prior information. The Training & Placement Department and the University will not be responsible for any deviation. Nominating or applying for the vacancy/job profile indicates your agreement to all the Terms & Conditions/Training & Placement Department Placement Policy in these terms, as modified from time to time. Therefore students are strictly advised to read clearly understand the Placement Policy (Procedural & Behavioral both) laid by the AJU Training & Placement Department, before applying for the abovementioned profile.

\*\*\*\*\*