

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ BLOOMBRAIN LEARNING SOLUTIONS

NOTICE NO.: AJU/T&P/PG/0041/20-21

DATE: 17/07/2021

NAME OF COMPANY: BLOOMBRAIN LEARNING SOLUTIONS

PAYROLL COMPANY NAME: BLOOMBRAIN LEARNING SOLUTIONS

Registration Deadline is 5:00 pm, 19th July 2021

COMPANY PROFILE:

The company was formed in 2020 with an aim to provide quality education for all in the form of Live Classes giving students all the liberty to interact and engage with top class teachers from the comfort of their homes. Bloombrain Learning Solutions provides best in class 'Live Classes' for K-12 students. Awarded by CNBC it is the first & one of a kind platform where quality education is provided along with skill development and extra-curricular classes. The classes are curated by experts and the organization consists of highly experienced seasoned campaigners from the EdTech industry.

WEBSITE: <http://www.bloombraineducation.com/>

JOB DESIGNATION: Business Development Executive

JOB ROLE: Business Development

HARDCORE SALES JOB

JOB LOCATION: Pan India (Work from home will be applicable till December, till offices reopen)

SALARY PACKAGE OFFERED:

The salary for first 3 months' probation period will be CTC INR Rs. 20000 per month. After the probation period of 3 months the salary will be CTC INR Rs 400000 per annum.

COURSE ELIGIBLE: MBA (Fluency in English and Good Communication skills are compulsory for candidate to apply)

ELIGIBLE PASSING YEAR: 2021

GENDER ELIGIBLE: Male/Female

JOB ROLE & RESPONSIBILITIES:

| | |
|--------------------|--|
| <u>KRAs</u> | 1) Dialing 125 customers in a day (New + Follow-ups) |
| | 2) Connecting to 40 customers in a day (New +Follow-ups) |
| | 3) Engaging, developing pipelines of at least 10 customers in a day, on calls or Video Calls where you have to showcase product /live demo |
| | 4) Following up and closing 1 sale in a day with value greater than Rs 5000 |
| | 5) Ensuring payment are submitted and punched in CRM on time |
| | 6) Trying to learn maximum and earn maximum by overachieving targets and drawing incentives |

| | | | | |
|--------------------------|--------|--|-----------------|------------------|
| <u>Work hours</u> | | Depends on productivity and output, Day will start at 10:30 am sharp | | |
| | | Attendance will be computed according to the table given below | | |
| Tenure | Report | Target | If Achieved | If not Achieved |
| 8th-14th | 15th | Rs 25,000 | Full Attendance | According to CRM |
| 15th-21st | 22nd | Rs 25,000 | Full Attendance | According to CRM |
| 22nd-28th | 29th | Rs 25,000 | Full Attendance | According to CRM |
| 28th-7th | 8th | Rs 25,000 | Full Attendance | According to CRM |

WORKING DAYS: Tuesday to Sunday

SELECTION PROCESS:

Virtual Interview

- Discussion round over Voice and Video call.
- Final personal interview round

NO. OF VACANCIES: 50

TENTATIVE JOINING DATE/PERIOD: Immediate

ANY BOND/SECURITY AMOUNT: None

PRE-REQUISITES

1. Candidates should have a laptop and a good internet connection.

2. Candidates should have good mobile network coverage.

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/GX5VgzKEipvkbFcz6>

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 5:00 pm, 19th July 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 (Zeba - Sr. Executive Training and Placement Department)

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 afore-mentioned 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 above-mentioned profile.