

## ARKA JAIN UNIVERSITY

### TRAINING & PLACEMENT DEPARTMENT

## PLACEMENT OPPORTUNITY @upGrad

NOTICE NO.: AJU/T&P/UG/0040/20-21

DATE: 16/07/2021

NAME OF COMPANY: upGrad Education Pvt. Ltd

PAYROLL COMPANY NAME: upGrad Education Pvt. Ltd

**Registration Deadline is 3:00 pm, 17<sup>th</sup> July 2021**

#### COMPANY PROFILE:

**upGrad** is an online education platform building the careers of tomorrow by offering the most industry-relevant programs in an immersive learning experience. Their mission is to create a new digital-first learning experience to deliver tangible career impact to individuals at scale. **upGrad** currently offers programs in **Data Science, Machine Learning, Product Management, Digital Marketing, and Entrepreneurship, etc.** upGrad is looking for people passionate about management and education to help design learning programs for working professionals to stay sharp and stay relevant and help build the careers of tomorrow.

- **upGrad** was awarded the Best Tech for Education by IAMAI for 2018-19
- **upGrad** was also ranked as one of the LinkedIn Top Startups 2018: The 25 most sought-after startups in India
- **upGrad** was earlier selected as one of the top ten most innovative companies in India by Fast Company.
- They were also covered by the Financial Times along with other disruptors in Ed-Tech
- **upGrad** is the official education partner for Government of India - Startup India program
- Their program with IIIT B has been ranked #1 program in the country in the domain of Artificial Intelligence and Machine Learning

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

JOB DESIGNATION: Sales Trainee

JOB LOCATION: Mumbai, Noida, Bangalore & Hyderabad

#### SALARY PACKAGE OFFERED:

INR 25,000/- per month during 3 months training period

CTC post successful completion of training: 4 LPA (fixed) + 4 LPA (incentives)

**COURSE ELIGIBLE: BBA & BCOM**

**ELIGIBLE PASSING YEAR: 2021**

**GENDER ELIGIBLE: Male/Female**

**JOB ROLE & RESPONSIBILITIES:**

- The role would require you to contact potential customers via phone call, building rapport using interpersonal skills, pitching the product, negotiating, closing the sales and post sales relationship management.
- Maintaining a detailed database on the CRM of all the interactions with the leads to optimize lead closure.
- Must be comfortable in dialing 100 calls and ensuring minimum 2 hours talk-time per day. This is a premium entry level job. The candidate's goal must be to build the pipeline to close with the sales cycle.

**JOB REQUIREMENTS:**

- Excellent & Effective Communication Skills
- Highly energetic & enthusiastic
- Good interpersonal & presentation skills
- Ability to approach any situation with patience and very strong empathy
- Leadership Skills

**SELECTION PROCESS:**

01. Resume Screening & Shortlisting by HR
02. HR Round (Telephonic)
03. Business Round (Video Call Interview)

**TENTATIVE JOINING DATE/PERIOD: Immediate**

**ANY BOND/SECURITY AMOUNT: None**

**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/tEqVN7111suVt4Uf7>**

**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, 17<sup>th</sup> July 2021.

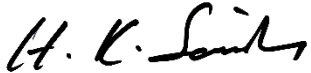
**09.** One student can Register only once, thus be cautious while registering.

**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. Coordinating Training & Placement Officer: Mr. Rahul Rej (WhatsApp @ 9831664615 for queries, if any).

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.