

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

**PLACEMENT OPPORTUNITY @ EDUKYU**

NOTICE NO.: AJU/T&P/PG/0046/20-21

DATE: 24-08-2021

NAME OF COMPANY: EDUKYU PVT.LTD.

NAME OF PAYROLL COMPANY: EDUKYU PVT. LTD.

**Registration Deadline is 10:00 am, 26<sup>th</sup> August 2021**

**COMPANY PROFILE:**

**EduKyu** is started their journey from **2016** with one office and three courses and currently they have four offices with 30 plus programmes and 999 plus professionals. They are a team of passionate individuals who have set a goal of bringing a revolution in the education, training and development industry of our country. Their purpose is to appraise, elevate and enlighten the world with some creative minds which would lead us towards the betterment of the Industry. With their heart, soul & mind, they are here to create a difference. They have emerged as a team to cater to such needs aiming towards bridging the gap between trainers and learners and focusing on making India a skilled nation. At **EduKyu**, they exist to create experiences where desire to learn and eagerness to serve comes together to satisfy the social needs of the nation.

WEBSITE: <https://edukyu.com/>

**PROFILE: Manager- Career Development**

**INDUSTRY: Education Sales Industry**

**REMUNERATION OFFERED:**

	(Amount in Rupees.) Per Month	(Amount in Rupees.) Per Annum
Basic Salary	15,000	1,80,000
House rent allowance	8,000	96,000
Conveyance	1500	18,000
Mobile Reimbursement	500	6000
Daily travel reimbursement (DTA)	5,000	60,000
(only for the days of field work @250 per working day)		
Performance Incentive based on Individual Target	10,000	1,20,000
(This amount is payable on monthly basis on achievement of Target as per the incentive slab)		

<b>Continuity cum performance based bonus (Paid Annually)</b>	1,500	18,000
(Payable based on the achievement of complete target for the year and continuity in the organization for at least 1year.)		
<b>Total</b>	<b>41,500</b>	<b>4,98,000</b>

#### **VARIABLES:**

Incentive Slab

Regular Incentive Slab: Above base target per admission

<b>Admissions</b>	<b>Amount Per Admission</b>
1-4	1000
5-10	1500
11-15	2000
16 and above	2500

**ELIGIBLE COURSE: MBA**

**ELIGIBLE PASSING YEAR: 2021**

**ELIGIBLE GENDER: MALE/FEMALE**

#### **Key Skills:**

Excellent Communication Skills, Passionate, Lead Generation, Cold Calling, Business Development, Analytical Skills, Time Management.

**JOB LOCATION: Noida/ Kolkata/ Bengaluru**

#### **JOB DESCRIPTION:**

- Achieving Branch targets (End to End Sales).
- Prospect generation through cold calling.
- Meeting & Counselling prospective students (mostly working executives in various industries)
- Primary and Secondary research
- Verify trainers and business Identity on region bases.
- Analyse Software for trainers
- Connecting with trainers and learner's over the phone or mail

#### **JOB RESPONSIBILITIES:**

- **Business Development:-**
  - Generating revenues by achieving individual target.
  - Presenting Company's offer to the perspective client
  - Handle Objections.
  - Converting suspects into prospects and closing deals.
- **Schedule Adherence:-**
  - Daily monitoring of Individual as well as team activity
  - Maintaining daily report.
- **Training and Educational training:-**
  - Depth knowledge about education industry.
  - Opportunity to understand business strategies and

- Hierarchy of Industry.
  - Networking Skills
  - Chance to get session with big trainers' tycoon.
  - Opportunity to be a part of Biggest Association of trainers in India.
- **Visual Management:-**
- To develop the visual controls on the daily schedule.
  - Preparation of one point standards.
  - Work Instruction for the better understanding of associates performing

**SELECTION PROCESS (Virtual):**

1. Telephonic Round
2. HR Interview Round
3. Final Round of Interview

**TENTATIVE DATE OF JOINING: Immediate**

**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/bHZtbxQmBDoG3SE79>**

- 02.** Students registered with the T&P Department for placements, are only eligible.
- 03.** Please note that it is mandatory to submit the above form to nominate successfully.
- 04.** The form can be submitted only once, thus please be cautious while filling up the form.
- 05.** The Resume File name must be student's own name.
- 06.** Registration deadline for Nomination is till 10:00 am, 26<sup>th</sup> August 2021.
- 07.** One student can Register only once, thus be cautious while registering.
- 08.** Please Note: The Registration process will automatically turn off after the provided deadline.
- 09.** You are advised to read & understand the disclaimer below before applying for this opportunity.
- 10.** 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 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.