

ARKA JAIN UNIVERSITY

TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @UpGrad

NOTICE NO.: AJU/T&P/PG/0027/21-22

DATE: 20/12/2021

NAME OF COMPANY: upGrad Education Pvt. Ltd

PAYROLL COMPANY NAME: upGrad Education Pvt. Ltd

Registration Deadline is 3:00 pm, 24th December 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: Associate Admission Counsellor

JOB LOCATION: Mumbai, Noida, Bangalore, Hyderabad, Kolkata, Ahmedabad & Pune

SALARY PACKAGE OFFERED:

4 LPA (fixed) + 4 LPA (Variable)

COURSE ELIGIBLE: MBA

ELIGIBLE PASSING YEAR: 2022

GENDER ELIGIBLE: Male/Female

JOB ROLE & RESPONSIBILITIES:

- Being a mentor and guide, who potential learners can look up to for career advice.
- Counselling potential learners, helping them plan their career path and understanding how upGrad can catalyse their career.
- Carrying weekly enrolment/revenue and collection targets.
- Establishing the uniqueness and effectiveness of upGrad's model of online/blended learning.
- Owning the complete sales closing life cycle for leads assigned to you. This includes making phone/video calls, product demonstration, sales closing and post-sales relationship management.
- Maintaining a detailed database of all the interactions on the CRM with the leads and providing constant feedback to the marketing team on lead quality.
- Minimum of 100+ Dials every day with 40+ Connects.
- 2 hours of talk time on an average per day & 1 Video Session
- 2 enrolled students per week.
- Weekly revenue targets to be met consistently.

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 (During the semester examination leave will be provided)

WORK LOCATION & WORKING DAYS :

- Mandatory Work from Office Role from Day 1
- Tuesday – Sunday Cycle (Monday Week Off)

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/y7mx5RQanqyXsN29A>

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 Faculty Coordinators.

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, 24th December 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).**

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.