



## **ARKA JAIN UNIVERSITY**

### **TRAINING & PLACEMENT DEPARTMENT**

## **PLACEMENT OPPORTUNITY@SUNSTONE EDUVERSITY**

NOTICE NO. : AJU/T&P/UG/0017/21-22

DATE: 05/12/2021

NAME OF COMPANY: SUNSTONE EDUVERSITY

PAYROLL COMPANY NAME: SUNSTONE EDUVERSITY

**Registration Deadline is 11:59 PM, 6<sup>th</sup> December 2021**

#### **COMPANY PROFILE**

**Sunstone Eduversity** is an initiative by two serial entrepreneurs who are on a mission to disrupt the higher education sector. It is the first organization in India to charge an outcome-based fee from the aspirants of higher education.

**Sunstone Eduversity** helps the aspirants of higher education break their shackles and rise above all constraints. It works on an asset-light model, partnering with UGC/AICTE approved colleges and universities to provide both online & offline programs.

**Sunstone Eduversity** is spread across 24 campuses in 19 cities to offer degree programs like MBA/PGDM, BBA, and MCA. It aims to create higher education more accountable, pragmatic, and tailored to corporate requirements.

Here's a chance for you to become a part of the largest growing ed-tech organization.

OFFICIAL WEBSITE: [www.sunstone.edu.in](http://www.sunstone.edu.in)

**DESIGNATION:** Associate Manager- Admissions & Growth

#### **JOB DESCRIPTION:**

1. Connecting with prospective learners to understand them and counsel them with the right degree programs.
2. Providing in-depth information to learners, which includes counselling through various channels of communications.
3. Hand-holding the students at each step of the admission process from counselling to helping them with the documentation of admission.
4. Maintain a detailed database of all the interactions with the students.
5. Provide constant feedback to the team in order to optimize conversions & related strategies.

6. Leading the initiative of increasing the sales pipeline.
7. Hold on some regional language will be an added advantage.

**REMUNERATION DETAILS: 5 LPA (3.5 LPA fixed + 1.5 LPA variable)**

Particulars	Description
Locations	Gurgaon/Bangalore
Offering Post Probation (in Rs. Per Annum)	Rs. 5,00,000/- ( 3.5 LPA fixed + 1.5 LPA variable)
Probation Period Offering	Rs. 20000/- to 25000/-
Probation Period	03 Months

**Working Days: 6 Days (Flexible week off)**

**JOB REQUIREMENTS:**

To be successful in this role, you'll need to have the following skills:

1. **Integrity:** As an AM, They entrust you with their Customer Resource Management (CRM) tool and sensitive student-related data. They expect you to handle it with utmost responsibility and care.
2. **Empathy:** Ability to approach any situation with patience and natural empathy
3. **Drive:** Enthusiasm and will to work relentlessly for achieving and exceeding business targets
4. **Communication:** Excellent communication skills in English and/or the regional language
5. **Continual learning:** Eagerness to learn and upgrade your product knowledge. Stay updated about the changes in the educational system.

**SELECTION PROCESS: (Virtual)**

1. PPT
2. Group Discussion
3. Personal Interview

**ELIGIBILITY CRITERIA:** BBA/BCOM (2022 passing out)

**JOB LOCATION:** Bangalore /Gurgaon

**TENTATIVE DATE OF JOINING:** Immediate (At the time of semester examination will provide the leave). Completely Work from 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/X1pt5mZ2X9KGRfHm7>**

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 11:59 pm, 06<sup>th</sup> 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.