

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ INTELLIPAAT

NOTICE NO.: AJU/T&P/PG/0039/21-22

DATE: 20/01/2022

NAME OF COMPANY: INTELLIPAAT

PAYROLL COMPANY NAME: INTELLIPAAT

Registration Deadline - 11:59 pm, 21st January 2022

COMPANY PROFILE:

Intellipaat is a leading online education provider and creates courses in collaboration with top MNCs and universities such as IBM, Microsoft, E&ICT, IIT Guwahati, etc., **with more than 600,000 learners and 200+ corporate across 53+ countries learning on Intellipa**at company platform. Intellipa

at combines a unique approach to the ideation and creation of the course content. It then collaborates with SMEs for training. Further, it offers its learners lifelong support and lifetime access to the course materials. **It also provides professional help to ensure learners find lucrative jobs by conducting mock interview sessions and helping each candidate create a high-quality resume.**

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

JOB DESIGNATION: Business Development Trainee

JOB LOCATION: Bangalore (work from office)

SALARY PACKAGE OFFERED:

Compensation:

6 months Internship period - INR 264,000 (Fixed Pay) + INR 200,000 (Variable Pay)

Total CTC: INR 464,000/-

Candidate will be working as Business Development Trainee

After the successful completion of Internship period:

INR 500,000 INR (Fixed salary) + INR 400,000 (Incentive)

Total CTC: INR 900,000/-

Candidate will be working as Business Development Associate

COURSE ELIGIBLE: MBA/MCA

ELIGIBLE PASSING YEAR: 2022

GENDER ELIGIBLE: BOTH MALE/FEMALE

JOB ROLE & RESPONSIBILITIES:

- Calling the leads provided in the CRM and understanding their requirements of career up-skilling and pitching the right course as per their needs.
- Consistently achieve revenue targets in line with team/organizational objectives.

- Proactively identifying cross-selling/up-selling opportunities with existing customers.
- Identifying references through the existing customer base to increase the sales pipeline.
- Should be maintaining all customer interactions in the CRM.
- Should have decent exposure working with any CRM like Sales force, Zoho, etc.
- Managing all pre-sales to post-sales support activities for the assigned leads.
- Follow up on leads and conduct research to identify potential prospects.
- Consistently achieve revenue targets in line with team/organizational objectives.
- To understand customer requirements in the geography assigned and future product portfolio improvement based on past customer feedback.

SKILLS PREFERRED:

- Excellent spoken and verbal skills
- Ability to plan and execute
- Ability to persuade and negotiate
- Ability to work under stress
- Ability to work in a team
- Fast-learner, keen on details, and self-motivated

SELECTION PROCESS: Virtual Placement Drive

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/5Ta1bSzbvtV27Kr98>

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 is 11:59 pm, 21st January 2022.

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

08. 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 @ 7279900530 (Ms. Zeba of 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.