

## **ARKA JAIN UNIVERSITY**

### **TRAINING & PLACEMENT DEPARTMENT**

## **PLACEMENT OPPORTUNITY @ MAVERICKS**

NOTICE NO.: AJU/T&P/PG/0045/21-22

DATE: 04/02/2022

NAME OF COMPANY: MAVERICKS

PAYROLL COMPANY NAME: MAVERICKS

**Registration Deadline is 10:00 am, 07<sup>th</sup> February 2022**

#### **COMPANY PROFILE:**

**Mavericks** is an online education platform to help individuals develop their professional potential in the most engaging learning environment. Online education is a fundamental disruption that will have a far-reaching impact. At Mavericks, they are working towards transforming this online education wave into a tsunami! They are taking a full-stack approach of leveraging content, technology, marketing and services to offer quality education at scale in partnership with corporate & academics to offer a rigorous & industry relevant program.

**Mavericks' education is one of the authorized partner of NMIMS Global Access School for Continuing Education.**

WEBSITE: [www.mavericks.net.in](http://www.mavericks.net.in)

JOB DESIGNATION: **Business Development Executive**

JOB LOCATION: **Bangalore**

#### **SALARY PACKAGE OFFERED:**

**CTC Rs.5.0 LPA (3 LPA fixed+ 2 LPA Variable)**

**COURSE ELIGIBLE: MBA**

**ELIGIBLE PASSING YEAR: 2022**

**GENDER ELIGIBLE: Male/Female**

**PROBATION PERIOD: 03 Months**

#### **JOB ROLE & RESPONSIBILITIES:**

- Take prospects from initial contact to qualified phase over the phone.
- Generate revenue by counselling prospects and converting them into sales.
- Meet & exceed pipeline contribution goals.
- Respond quickly to assigned leads (No cold calling targets) Willingness to be measured by weekly and monthly metrics.
- Present product solutions virtually

#### **JOB REQUIREMENTS:**

- Excellent & Effective Communication Skills(Both written & Spoken)
- Should be fluent in Hindi( Mandatory)
- Highly energetic & enthusiastic
- Good interpersonal & presentation skills
- Ability to approach any situation with patience and very strong empathy

**SELECTION PROCESS:** Virtual

**TENTATIVE JOINING DATE/PERIOD: Immediate (During the semester examination leave will be provided)**

**WORKING DAYS:** Monday to Saturday (Sunday Fixed 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/fzMfMXfSV48jjEoz7>**

**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 10:00 am, 7<sup>th</sup> February 2022.**

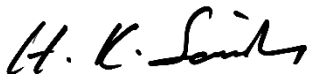
**09.** One student can Register only once, thus be cautious while registering.

**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.