ARKA JAIN UNIVERSITY

TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ ALMA SHINES TECHNOLOGIES PVT. LTD

NOTICE NO.: AJU/T&P/PG/0055/21-22
DATE: 25/02/2022

NAME OF COMPANY: ALMA SHINES TECHNOLOGIES PVT. LTD

Registration Deadline: 11:59 PM 25th February 2022

COMPANY PROFILE:

Alma Shines, founded by 3 IIT Kanpur alumni, is a cloud-based platform built to revolutionize the education ecosystem by empowering the institutes to build & manage alumni communities. Alma Shines offers all the required infrastructure, knowledge, and resources to streamline the alumni relations and solicit alumni support for the development of the institute and its students. **Based in India; Alma Shines provides Virtual Alumni Engagement Solutions, including Alumni Platform, Virtual Alumni Events Platform, Database Management System, Alumni Mobile App, and Election Management system to cater end to end engagement needs of alumni offices towards building a thriving alumni community.**

Trusted by 850+ Institutes by 14 Countries, including the likes of IIT Madras Alumni Association, IIT Delhi Alumni Association, SPJIMR, MDI Gurgaon, University of Western Macedonia, Alma Shines is rated 4.7/5 by its customers making it not only the most advanced but also among the most loved alumni management solutions in the World!!

NAME OF THE POSITION VACANT:
1. Inside Sales Associate
2. Human Resource Associate

JOB LOCATION: For Full-Time Role (On Premise preferred, they will have WFH option until relocation is safe)

SALARY PACKAGE OFFERED:
- CTC INR 3,20,000 to INR 3,60,000 per annum for Inside Sales Associate
- CTC INR 3,00,000 to INR 3,50,000 per annum for HR Associate

COURSE ELIGIBLE: MBA

ELIGIBLE PASSING YEAR: 2022

GENDER ELIGIBLE: Male/Female

JOB DESCRIPTION FOR HUMAN RESOURCE ASSOCIATE

Alma Shines comprises an energetic team & for them, the team is the pillar stone that drives the organisation towards the goals. Hence, they are looking for a member who can take the charge of strengthening this pillar stone!

If the Candidates are good at:
- Good at 'people affairs',
- Have an ability to manage team dynamics
- Have infectious energy

Yes! They have been looking for you!!

As an HR Associate, the candidate will be expected to work directly with the Leadership to maintain a healthy and progressive team culture and at the same time evolve new ideas for team engagement. Along with this, the candidate will be coordinating with various teams to understand the team expansion plans and facilitate the talent acquisition and on boarding of new team members!

JOB DESCRIPTION FOR INSIDE SALES ASSOCIATE

They are looking for rock star Associates to work directly with the founders to build a revolutionizing ecosystem within the educational institutions. The selected candidate will be a very important part of their sales team and are at the forefront of our prospecting process.

ROLES & RESPONSIBILITIES:
- Prospecting new customers and creating initial interest via cold calls, emails, and social media
- Prospecting data creation
- Strategizing & rolling out email campaigns
- Present key selling points, features and benefits while remaining focused on the prospects' needs and expectations
- Conduct thorough lead qualification including the identification of need, business benefit and timeline
- Follow-up on all opportunities created and passed to the sales team
- Assist in coordinating all marketing activities
- Ensure the Lead Generation for the fulfilment of sales targets
- Liaison with the prospects
- Maintain relevant data in the Sales CRM by recording all sales activity for each account or opportunity
- Track & maintain sales reports

REQUIREMENTS:
- Fluent in written and verbal English
- A neutral accent so you can communicate clearly with international markets as well
- Fresher's with a flair for sales along with an eagerness to learn are welcome to apply
- MBA in sales & marketing would be a big plus
- Experience in SAAS sales is a huge advantage
- Experience with some CRM software like Salesforce, Hub spot or Fresh Sales is Preferred
- Great interpersonal and people skills
- Strong research skills
- Self-starter who has a desire to learn, grow and excel in their role

SELECTION PROCESS:
- Resume Shortlisting

- Case Assignment
- Online Interview

ANY BOND/SECURITY AMOUNT: **No**

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/UGQ2EA6KD2zELoJL9

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 the student's own name.

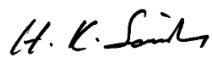**06. Registration Deadline: 11:59 PM 25th February 2022.**

07. The Registration process will automatically turn off after the provided deadline.

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

09. You are advised to read & understand the disclaimer below before applying for this opportunity.

10. For queries you may WhatsApp @ 7279900530 (Ms. Zeba, 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