

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ EXTRAMARKS (JSR)

NOTICE NO.: AJU/T&P/UG/0055/21-22

DATE: 19-02-2022

NAME OF COMPANY: EXTRAMARKS EDUCATION INDIA PVT LTD.

PAYROLL COMPANY NAME: EXTRAMARKS EDUCATION INDIA PVT LTD.

Registration Deadline - 09:00 am, 21st February 2022

COMPANY PROFILE:

Extramarks is a leading educational - technology company, creating student-friendly digital learning solutions and keeping pace with globalization and technology in education. **They have been in the market for the last 13 years** operating different verticals PAN India. **They provide education learning techniques across India, Singapore, Kuwait, UAE and South Africa.** They at Extramarks are looking for **Business Development Executives.**

The learning app by Extramarks empowers the learners with its rich animated lessons. **Learning is made engaging and exciting with a focus on concept clarity.** The modules are prepared by a team of in-house subject matter experts.

OFFICIAL WEBSITE: <https://www.extramarks.com/>

JOB TYPE: FULL TIME

JOB DESIGNATION: **BUSINESS DEVELOPMENT EXECUTIVE**

JOB LOCATION: **JAMSHEDPUR**

ELIGIBLE COURSE & SPECIALIZATION: **BBA/BCOM/BCA/BTECH/BA (ENG)**

ELIGIBLE PASSING YEAR: **2022**

ELIGIBLE GENDER: **MALE/FEMALE**

SALARY DETAILS:

CTC – Rs. 4.50 Lakhs per Year

(The Final CTC will depend upon the candidate's performance in the final rounds of the interview.)

There is no variable component included in it.

SELECTION PROCESS/ROUNDS: Details to be shared before interview

TENTATIVE JOINING DATE/PERIOD: At the earliest

ANY BOND/SECURITY AMOUNT: None

ROLES AND RESPONSIBILITIES:

- The role being offered is Business Development Executive.
- As a Business Development Executive your role will start with contacting potential customers (parents and students), to set up meetings, counsel the student on learning pedagogues.
- Develop and maintain strategic long term trusting relationships with high volume customers to accomplish organic growth.
- Communicate company products and services via Calling and E-mail and also build relationships in order to uncover prospect needs.
- Document and update CRM with daily activities as required.
- Achieve weekly and monthly goals.
- Be a self-starter and pro-active; identify and act on opportunities for improvement.
- Ensure reporting and communications is frequent and bi-directional.
- Remain knowledgeable about all organization's products and services to facilitate sales efforts.
- Completing input numbers on daily basis and taking up revenue responsibility.
- To research and analyze the customer's requirements and present best solutions.
- Keep abreast with Extramarks latest offerings and best practices.
- Research key customer wants and needs.

EXPECTED SKILLS FOR BUSINESS DEVELOPMENT EXECUTIVE:

- Excellent interpersonal and communication skills
- Commercial awareness

PLEASE NOTE:

- The interested applicants should not have any backlogs in the last semesters.
- Having a laptop is mandatory.
- Company will provide leave (no work no pay) to the students during their final examination.
- If any student gets a backlog in their final examination company will cancel their employment immediately.
- Those who will be hired won't be eligible for any prolonged leaves in the initial few months of joining.

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/bZ783y6hznMbdW326>

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 09:00 am, 21st February 2022.

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

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

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

12. Coordinating Training & Placement Personnel: Mr. Shashi Kant Sharma (WhatsApp @ 9572832227).

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 & Behavioural both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.