

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**

**PLACEMENT OPPORTUNITY @ EXTRAMARKS**

NOTICE NO.:AJU/T&P/B.TECH/0006/22-23

DATE: 19-10-2022

NAME OF COMPANY: EXTRAMARKS EDUCATION INDIA PVT LTD.

PAYROLL COMPANY NAME: EXTRAMARKS EDUCATION INDIA PVT LTD.

**Registration Deadline - 1:00 pm, 20<sup>th</sup> October 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: Across Various Locations**

**ELIGIBLE COURSE : B.TECH**

**ELIGIBLE PASSING YEAR: 2023**

**ELIGIBLE GENDER: MALE/FEMALE**

**SALARY DETAILS:**

**CTC – Rs. 4.2 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: INTERVIEW**

**TENTATIVE JOINING DATE/PERIOD: Immediate**

**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/FxdrT9djDLzKVXd9>

- 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 1:00 pm, 20th October 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.** **For queries you may write a mail to [placements@arkajainuniversity.ac.in](mailto:placements@arkajainuniversity.ac.in).**

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.