

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**  
**PLACEMENT OPPORTUNITY**  
**@INTELLIPAAT SOFTWARE SOLUTIONS**

**NOTICE NO.:** AJU/T&P/PG/0034/22-23

**DATE:** 30/01/2023

**NAME OF COMPANY:** Intellipaat Software Solutions

**Registrations will close on 1<sup>st</sup> February 2023 @ 11:59 pm**

**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 Intellipaat company platform. Intellipaat 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 LINK:** <https://intellipaat.com/>

**NAME OF THE POSITION VACANT:** Business Development Trainee

**JOB ROLE & RESPONSIBILITIES:**

- Calling the leads provided in the CRM and understanding their requirements of career up-skilling and pitch 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 Salesforce, 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

**ELIGIBILITY:** MBA,MCA

**PASSING YEAR:** 2023

**REMUNERATION OFFERED:** CTC INR 9 LPA

**Compensation for 6 months Internship period 264,000 (Fixed Pay) + 200,000(Variable Pay) Total CTC : 464,000** will be working as **Business Development Trainee**

After the successful completion of Internship period 500,000 INR (Fixed salary) + 400,000(Incentive) **Total CTC : 900,000** will be working as **Business Development Associate**

**Note :**

- **Selected candidates' first month salary will be dispersed along with their 4th month salary.**

**JOB LOCATION:** Bangalore (work from office)

**GENDER:** Both Male & Female

**SELECTION PROCESS:** Virtual Interview

**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/2cYqRCgVo58nWUag9>**

**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.

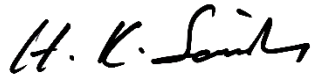
**05.** The Resume File name must be the student's own name.

**06. Registration will close on 1<sup>st</sup> February 2023 @ 11:59 PM.**

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

- 08.** Please Note: 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 - Sr. Executive Training and Placement Department)

Sd/-



**HEAD – TRAINING & PLACEMENT**

**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.