

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**  
**PLACEMENT OPPORTUNITY**  
**@COLLEGEDUNIA.COM**

**NOTICE NO.: AJU/T&P/PG/0043/22-23**

**DATE: 22/03/2023**

**NAME OF COMPANY: COLLEGEDUNIA.COM**

**PAYROLL COMPANY: COLLEGEDUNIA.COM**

**Registrations will close at 11:59 pm, Friday 24<sup>th</sup> March 2023.**

**COMPANY PROFILE:**

Collegedunia is an education portal, matching students with the best colleges in India and abroad. They help in college research, exam prep tips, application process & also provide insights on-campus life. Launched in 2014, they are the highest ranked portal by Similar Web in education. They have also been awarded as - Best Educational Portal- by IAMAI in 2017 and listed by TechinAsia as Top 100 Startups in Asia. Collegedunia is fueled by the energy of over 1000 individuals having an average age around 25 years. The talent pool comprises data analysts, engineers, designers, writers, managers, marketers, which is increasing at 10% every month. Collegedunia sees fastest growth amongst peers- Report 92Cr Revenue in FY 20-21 Featured in LiveMint. They have multiple product lines as follows:

- Collegedunia.com (<https://collegedunia.com/>)
- 3dot14 Digital (<https://3dot14.co/>)
- Zoutons.com (<https://zoutons.com>)
- Car hp (<https://www.carhp.com/>)
- Frizza (<https://frizza.in/>)
- Kickcash (<https://kickcash.in/>)

**WEBSITE: <https://collegedunia.com>**

**DESIGNATION OFFERED: Business Development Manager**

**COURSE ELIGIBLE: MBA**

**GENDER ELIGIBILITY: Male & Female**

**ELIGIBLE PASSING YEAR: 2023**

**REMUNERATION OFFERED: INR 5 LPA (4.5 Fixed + 50k Variable\*)**

- **Variable\* - To be released, upon completion of a year on the basis of performance.**

**WORK LOCATION: PAN India**

**ELIGIBILITY:**

- **Percentage in UG must be 65% & Above.**
- **Percentage in PG must be 65% & Above.**

**ROLES & RESPONSIBILITIES:**

- Build and improve relationships with customers, key suppliers and partners.
- Review company practices to ensure clients get maximum satisfaction from their purchases.
- Identify potential opportunities and inform the sales team to follow up.
- Educate and inform clients about the company's products, services and special offers.
- Attend to client complaints and resolve issues promptly.
- Conduct customer satisfaction surveys and recommend ways of improving client satisfaction.
- Work with internal departments to ensure the company meets clients' expectations.
- Oversee customer relationship management system.

**DESIRED SKILLS & COMPETENCIES:**

- Proven ability to meet targets.
- Self-starter and self-motivated.
- Excellent communication and relationship development skills.
- Detail and process-oriented candidates.

**TENTATIVE DATE OF DRIVE:** Will be intimated soon after registrations.

**PROCESS OF REGISTRATION:**

01. Interested students need to register on the link given below, click on the link below 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/g3ottuAJb8bJTVnZ7>**

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 the student's own name.

**08. Registration will close at 11:59 pm, Friday 24th March 2023.**

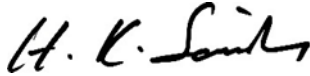
09. One student can Register only once, thus be cautious while registering.

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. 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 and clearly understand the Placement Policy (Procedural & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.