

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**  
**PLACEMENT OPPORTUNITY @ TEACHNOOK**

NOTICE NO.: AJU/T&P/PG/0058/22-23

DATE: 27-04-2023

NAME OF COMPANY: TEACHNOOK

PAYROLL COMPANY NAME: TEACHNOOK

**Registration deadline is 11:59 pm, 4<sup>th</sup> May 2023**

**ABOUT COMPANY:**

**Teachnook** is an online learning platform started with an intent to help students and professionals get placed in their dream companies by providing them with the right training and path to outperform their placement exams. They have built training programs for both students in college who are applying for college placements and also for working professionals trying to switch between the companies. They dedicate their platform to providing you with the very best mentorship on their courses, with an emphasis on Interactive learning style, a great mentorship workaround, and affordability across all the courses thus helping students achieve more holistic education and prepare yourselves for better career opportunities. They are looking for ambitious, self-driven, and extraversion, persistent individuals who can take higher education to the next level.

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

**JOB DESIGNATION: Academic Counsellor**

**WORK PROFILE: Sales & Marketing**

**ELIGIBLE COURSE: MBA; Passing Year 2023**

**ELIGIBLE GENDER: Male/Female**

**JOB ROLES AND RESPONSIBILITIES:**

1. Work closely with the Sales and Marketing team in assisting the growth of the business by acquiring new business leads.
2. Pitch and promote TEACHNOOK's services to prospective clients
3. Career counselling of prospective students and understanding their learning objectives to offer relevant products to them.
4. Build sales leads through referrals and cold calling to generate sales (monthly target/revenue oriented)
5. Collaborate with the Sales and Marketing team to plan and oversee new marketing initiatives
6. Set up meetings to prepare and deliver pitches to prospective clients
7. Follow up with potential clients
8. Work with team members to identify and manage risks

**KEY-SKILLS REQUIRED:**

1. Strong communication skills
2. Critical and out-of-the-box thinking

3. Excellent organizational and leadership skills
4. Ability to perform well under pressure in a fast paced environment
5. Ability to work in a target driven environment

**TRAINING/PROBATION PERIOD:** 03 months

**SALARY OFFERED:** During Training/Probation Period: **INR 18,000/-per month + INR 12,000 (Incentives).** After Training/Probation Period: **CTC 6 LPA (Fixed) + 3 LPA (Variable) + monthly bonus and honour for top performers.**

**WORK LOCATION:** Bangalore

**WORKING DAYS:** 6 days' work/week (Saturday and Sunday Mandatory working)

**TENTATIVE JOINING DATE/PERIOD:** After successful completion of course

**ANY BOND/SECURITY DEPOSIT:** No

**SELECTION PROCESS:** (Virtual)

- ✓ Group Discussion
- ✓ Personal 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/6gH385HnWPBJkbRt6>

**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 11:59 pm, 04<sup>th</sup> May 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. Coordinating Training & Placement Manager: Mr. Rahul Rej (WhatsApp @ 9831664615).**

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.