

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @CODEYOUNG.

NOTICE NO.: AJU/T&P/PG/0061/22-23

DATE: 03/05/2023

NAME OF COMPANY: CODEYOUNG

NAME OF PAYROLL COMPANY: CODEYOUNG

Registration will close at 08:00 am, Friday 05th May 2023.

COMPANY PROFILE:

Codeyoung Started by two passionate and visionary IIT graduates, with the vision to make every kid in the world to be problem solvers, creative leaders, and innovators for the future. Our aim is to channel and give purpose to the inquisitive and creative young minds by helping them discover and understand technology in the most organic manner while also being active contributors in developing technology rather than just being passive consumers. They offer coding courses to kids from Class 1st - Class 10th. Each module has a tangible project and the child is always actively “building” rather than passively learning. They want every kid in the world to code! Codeyoung is a platform where kids can let their imaginations run wild. Students are taught to be creative, innovative and use coding in the most unusual way possible.

JOB DESIGNATION: Inside Sales Executive

GENDER ELIGIBILITY: Male & Female

ELIGIBILITY: MBA

PASSING YEAR: 2023

JOB LOCATION:

- This is a work from Office opportunity - **Bangalore**
- **It is a Night Shift based Role.**

REMUNERATION OFFERED:

- The first 2 months will be the probation/training period with the salary of **INR 20,000/month.**
- After successful completion of the training period you will be eligible for **INR 7.36 LPA (4.36 LPA fixed + 3.0 LPA variables paid on a monthly basis).**

Perks of working with Codeyoung :

- Performance appraisal is done for every 3 months (salary hike and promotion based on the performance)
- Very high career growth prospects.
- Rich exposure and a great deal of learning.

ROLES & RESPONSIBILITIES:

- As an Inside Sales Specialist, you'll be the voice of the company, communicating with customers and potential customers to drive revenue and build lasting relationships. You'll be a key player on Codeyoung team, responsible for making outbound calls, following up on leads, and identifying sales opportunities.
- But you'll be more than just a salesperson – you'll be a problem solver, too. You'll listen carefully to customers' needs and concerns, answering their questions and providing additional information via email. You'll keep up with product and service updates, using your knowledge to explain and demonstrate the features and benefits of their offerings.
- You'll be a master of relationship-building, creating and maintaining a database of current and potential customers. You'll stay informed about competing products and services, using your expertise to upsell and cross-sell their offerings.
- But your work doesn't stop there. You'll also be a researcher and a strategist, qualifying new leads and closing sales to achieve Codeyoung's ambitious sales targets. With your skills and dedication, you'll help their company reach new heights of success and make a lasting impact in the world of sales.

TENTATIVE DATE OF INTERVIEW: 12th May 2023

MODE OF INTERVIEW: Virtual/Online

SELECTION PROCESS: Shortlisting of Resume & Personal Interview

PROCESS OF REGISTRATION:

01. Interested students need to register on both the links given below, click on the links below or copy/paste the links on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

Link

1: https://docs.google.com/forms/d/e/1FAIpQLSc12QDzeMWY1wsF6K_rAYDt2tGIBufAHhk6zHODxOxe58HX-A/viewform?usp=sf_link

Link

2: <https://forms.gle/YEEGwYiSjLFeG8wr5>

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. Registrations will be closed on 05th May 2023 at 08:00 AM.
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 call or WhatsApp @ Ph- 6206449844 (Prof. Rahul Kumar Dubey - Assistant Professor Training & Placement Dept.) or write a mail to 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.