

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @ CORIZO

NOTICE NO.: AJU/T&P/UG/71/22-23

DATE: 27/04/2023

NAME OF COMPANY: CORIZO

NAME OF PAYROLL COMPANY: CORIZO

Registration will close at 08:00 am, Saturday 29th April 2023.

COMPANY PROFILE:

Corizo is one of the nation's fastest growing **ed-tech** platforms. Their aim is to prepare and upskill students in order to prepare them for the ever changing needs of the industries through their professional training programs. Their aim is to bridge the gap between formal education and the ever changing requirements of the industry. At Corizo they bring together the students aiming for successful careers, knowledge and experience accumulated over the years by their industry experts to create a holistic learning platform. Their platform helps students discover programs, and get trained in their fields of interest with the latest market requirements.

WEBSITE LINK: www.corizo.in

JOB DESIGNATION: Business Development Associate

GENDER ELIGIBILITY: Male & Female

ELIGIBILITY: BBA

PASSING YEAR: 2023

LOCATION: Bangalore

ROLES & RESPONSIBILITY:

- Identify and develop strategic relationships with potential customers.
- Develop a strong pipeline of new customers through direct or indirect customer contact and prospecting.
- Ongoing monitoring and analysis of pipeline to review performance & optimise accordingly to ensure objectives are met.
- Maintaining strong follow-ups and regular feedback calls.
- Creating lead engagement plans and strategy.
- Studying the details of each offering and remaining abreast of updates to these offerings.

- Efficient and effective lead utilisation with consistent follow-ups, low Turn-Around-Time (TAT) and increased connectivity with multiple attempts.
- Update and create tailored client proposals and negotiate further to close the deals
Building cross-discipline relationships in the organisation, partnering closely with the growth and marketing team, providing feedback and insights.

ELIGIBILITY CRITERIA:

- Final year students with no more than 3 arrears.
- Minimum GPA of 5.0

REMUNERATION OFFERED:

- In probation - **INR 15K (fixed) + 10K (variable incentives)**
- After Probation CTC: **INR 4LPA + 2.5 LPA (Variable Incentives)**
- **Probation of 3 months and full time job role based on performance.**

MODE OF INTERVIEW: Online

SELECTION PROCESS: Personal Interview

TENTATIVE DATE OF INTERVIEW: Will be intimated soon after registration.

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/EBuod2TW5DhGYxh4A>

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 29th April 2023 at 08:00 AM.

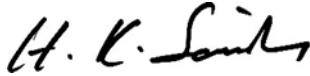
09. One student can Register only once, thus be cautious while registering.

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.