

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @ SIMPLILEARN

NOTICE NO.: AJU/T&P/PG/0070/22-23

DATE: 31/05/2023

NAME OF COMPANY: Simplilearn Solutions Private Limited

PAYROLL COMPANY NAME: Simplilearn Solutions Private Limited

Registrations will close on 1st June 2023 @ 11:59 pm.

COMPANY PROFILE:

Simplilearn.com is the world's largest professional certifications company and an Onalytica Top 20 influential brand. With a library of 400+ courses, they have helped 1 million+ professionals advance their careers, delivering \$5 billion in pay raises. Simplilearn has over 750 employees worldwide and our customers include Fortune 1000 companies, top universities, leading agencies and hundreds of thousands of working professionals.

WEBSITE LINK: <https://www.simplilearn.com/>

NAME OF THE POSITION VACANT: Inside Sales Manager

JOB DESCRIPTION

- New Customer Acquisition
- Conversion of leads received through various marketing channels
- Preparing short-term and long-term sales plan towards reaching the assigned goals
- Consistently achieve revenue targets in line with team/organizational objectives
- Proactively identifying cross-selling/up-selling opportunities with the existing customers
- Identifying references through the existing customer base to increase the sales pipeline
- Customer Relationship Management
- Understand the customer requirement and pass on the insights towards the Product portfolio improvement based on the customer interaction / feedback
- Key Account Management
- New account development

- Operations and Reporting
- Managing pre-sales to post-sales support activities for the assigned Products/geographies and ensuring the highest customer satisfaction

ELIGIBILITY: MBA & MCA

PASSING YEAR: 2023

REMUNERATION OFFERED: INR 3 lakhs per annum and a variable component of INR 1 lakh based on the performance of the candidate.

JOB LOCATION: Bangalore

GENDER: Both Male & Female

SELECTION PROCESS: Pre-placement Talk, Group discussion

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/LkzCaYuEYQ5YNZQu6>

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 1st June 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.