

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ TIMES PRO (TIMES OF INDIA GROUP)

NOTICE NO.: AJU/T&P/PG/0066/22-23

DATE: 25-05-2023

NAME OF COMPANY: TIMES PRO (TIMES OF INDIA GROUP)

NAME OF PAYROLL COMPANY: TIMES PRO (TIMES OF INDIA GROUP)

Registration Deadline is 11:59 am, 27th May 2023

COMPANY PROFILE:

Times pro established in 2013, they are the award-winning H.EdTech initiative of the Times Of India Group, catering to the learning needs of Indians with aspirations of career growth. They offer a variety of created and curated learning programmes across a range of categories, industries, and age groups. They include employment-oriented Early Career courses across BFSI, e-Commerce, and technology sectors; Executive Education for working professionals in collaboration with premier national and global educational institutions; and Enterprise Solutions for learning and development interventions at the organisational level. Times Pro is the most exciting start-up in Indian education. With the credibility, reach and backing of the Times of India group, Timespro seeks to set the bar high in professional education while catering to a broad age & stage of learners.

In the past two years, the business has recast itself as 5 different business units, viz., Retail Education, Executive Education, Workforce Education, Professional Education Alliances and Skilling Projects. Times pro has struck meaningful partnerships with global institutes of excellence such as Insead, IIMK, IIM A, IIM C, XLRI as well as global corporations such as NVIDIA, Facebook, Dentsu to deliver meaningful outcomes to learners in India. Recording triple digit revenue growth YOY, each business unit is also a talent magnet for highly driven professionals from all walks of the education business and beyond.

The Times pro brand delivers high impact training for young learners seeking to launch their professional career. It offers professional education across a wide array of disciplines to experienced learners who are well on their way to leadership. Apart from its own acclaimed curriculum and andragogy, Timespro also partners with premier global educational institutes and employers to create strong outcome-based learning aligned with employer needs.

WEBSITE: <https://timespro.com/about-us>

PROFILE: PROGRAM ADVISOR

DESIGNATION: MANAGEMENT TRAINEE

REMUNERATION OFFERED: **CTC INR 5 Lakh per annum + Incentives**

ELIGIBLE COURSE: MBA

ELIGIBLE PASSING YEAR: 2023

ELIGIBLE GENDER: MALE & FEMALE

POSITION OBJECTIVE: This position will be responsible for Program Advisory function of the Executive Education business vertical within Times Professional Learning (TPL). People who perform strongly in this role will provide academic and career counselling advice to Senior and mid-level working professionals with preliminary interest in taking up Executive Education Programs.

ROLES & RESPONSIBILITIES:

- Counsel Professionals on various programs sold by various top Indian & International Institutions.
- Telephonically interact with Senior and Mid-level working professionals in a consultative manner. Check and build participation interest in various Executive education programs.
- Counsel individuals to understand their personal and social challenges affecting their career progression and advise them on how to succeed through education
- Win above industry standard rewards and incentives by achieving set target of enrolments in various programs
- Shortlist and schedule appointment for a discussion via Phone, Skye or in person. Assist the leads on all information actively till closures. Provide correct and authentic information to the prospective participant.
- Record all information and interactions in CRM software on an ongoing basis.
- Follow policies and procedures for smooth and seamless operations.
- Attend all trainings and learning sessions for self-development.
- Contribute to team goals.

DESIRED SKILL SETS:

- Ability to connect with about 100-120 working professionals, and counsel them telephonically.
- A pleasing personality with excellent communication skills, good listening skills, strong persuasion and consultative selling skills
- Enjoy the education sector and believe in the immense potential that it holds in the future
- Pleasant and happy demeanour, positive and confident attitude, strong sense of integrity and ethical behaviour, willingness to learn and adapt, respectful, co-operative, helpful and punctual behaviour

JOB LOCATIONS: **Mumbai – Airoli**

WORKING DAYS: **06 days**

TIMING: **9.30 am to 6 pm**

SELECTION PROCESS: **SCREENING BY HR, FOLLOWED BY TWO ROUNDS WITH BUSINESS HEADS**

TENTATIVE DATE OF JOINING: **Immediate**

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/AyhaK1Cyhc3dcfyYA>

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 am, 27th May 2023.**

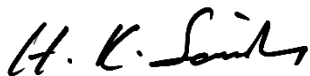
09. One student can Register only once, thus be cautious while registering.

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.