

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**

**PLACEMENT OPPORTUNITY @ JARO EDUCATION**

NOTICE NO.: AJU/T&P/PG/0005/23-24

DATE: 30/10/2023

NAME OF COMPANY: JARO EDUCATION

PAYROLL COMPANY NAME: JARO EDUCATION

**Registration Deadline is 11:59 pm, 12<sup>th</sup> November  
2023**

**COMPANY PROFILE:**

**Jaro Education** is a 12 year old leading Ed-Tech company and pioneer in the executive education space catering to various B-Schools, Universities, and premium Institutes nationally and internationally, having deep corporate connections and over 2 Lakh alumni.

**Jaro Education** is also successfully catering to the needs of working professionals by offering those varied choices in management and technology programs from reputed institutes / universities / colleges for pursuing the course online. With various academic achievements and accolades, Jaro Education is known for providing students with the most innovative & successful online management and technology programs in India.

**Jaro Education** was awarded with Best Employer for "Career Development and Leadership Grooming" By Employer Branding Awards (EBA) in February 2016. We have received prestigious National Level awards for our exceptional contribution in the education industry.

WEBSITE: <https://www.jaroeducation.com/about-jaro-education/>

**Academic Partners:**

- ❑ IIM, Ahmedabad
- ❑ IIM, Trichy
- ❑ IIM, Nagpur
- ❑ IIM, Kozhikode
- ❑ IMT, Ghaziabad
- ❑ Welingkar Institute of Management
- ❑ Dayanand Sagar University, Bangalore
- ❑ Alliance University, Bangalore
- ❑ Shiv Nadar University, Delhi NCR
- ❑ Rotman School Of Business, University of Toronto
- ❑ Swiss School of Management
- ❑ KPMG
- ❑ Bharati Vidyapeeth Deemed University, Pune
- ❑ Guru Nanak Institute of Management Studies, Mumbai
- ❑ National Stock Exchange

- ☐ iFEEL, Lonavala (Full time B-school)
- ☐ Niranjan Hiranandani School of Real Estate

**JOB DESIGNATION: Management Trainee**

**JOB LOCATION: Mumbai, Bangalore, Gurgaon, Hyderabad, Chennai & Pune**

**SALARY PACKAGE OFFERED:**

Locations*	Mumbai, Pune, Bengaluru, Hyderabad, Chennai & Gurugram	
Category	Post - graduates	
Condition	First 3 months	Effective 4 <sup>th</sup> month (basis - 100% target achievement)
Fixed component	Rs. 30,000	Rs. 40,000
Daily travel reimbursement	Rs. 3,000	Rs. 3,000
Performance - cum - continuity bonus	Rs. 4,500	Rs. 4,500
Monthly incentives	Rs. 15,000	Rs. 15,000
Amount / month	Rs. 52,500	Rs. 62,500
Amount / annum	Rs. 6,30,000	Rs. 7,50,000

**COURSE ELIGIBLE: MBA (Marketing)**

**ELIGIBLE PASSING YEAR: 2024**

**GENDER ELIGIBLE: Male/Female**

**JOB ROLE & RESPONSIBILITIES:**

- ☐ By connecting each day with a minimum of 80 working professionals, our primary target audience, from the database / leads present on the lead - squared CRM, you are expected to create a pool of genuine prospects.
- ☐ At this point, identifying the need for up - skilling depending on the student's area of interest becomes imperative, so as to ensure a better conversion rate.
- ☐ Moreover, providing prospective students with detailed information about the programs being offered, through phone / video counselling or an in - person meeting, further helps in creating a strong pipeline for the days ahead.

☐ Basically, you are responsible for ensuring daily deliverables are successfully met alongside weekly / monthly enrolment targets.

☐ As observed, this is an 'End - to - End Sales' role wherein, you initiate conversations with a cold - calling activity & eventually, lead it towards closures.

#### **JOB REQUIREMENTS:**

- ☐ Excellent & Effective Communication Skills
- ☐ Highly energetic & enthusiastic
- ☐ Good interpersonal & presentation skills
- ☐ Ability to approach any situation with patience and very strong empathy
- ☐ Leadership Skills

#### **SELECTION PROCESS:**

01. Personal Interview- HR ( 1<sup>st</sup> Round)
02. Personal Interview-Sales Manager(Final Round)

**TENTATIVE JOINING DATE/PERIOD: Immediate (During the semester examination leave will be provided)**

**WORKING DAYS:** Monday to Saturday (basis - monthly performance alternate Monday's - off)

**OFFICE TIMING:** 10am to 7pm

#### **DRESS CODE:**

- ☐ **Monday to Friday - Business formals**
- ☐ **Saturday - Smart - casuals**

**ANY BOND/SECURITY AMOUNT: None**

#### **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://docs.google.com/forms/d/e/1FAIpQLSeTU-uWJrOsTmdejJIJ0K0vm6ntaSQvu\\_euEQmaLL3yiRUZBw/viewform?vc=0&c=0&w=1&flr=0](https://docs.google.com/forms/d/e/1FAIpQLSeTU-uWJrOsTmdejJIJ0K0vm6ntaSQvu_euEQmaLL3yiRUZBw/viewform?vc=0&c=0&w=1&flr=0)**

**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, 12<sup>th</sup> November 2023.**

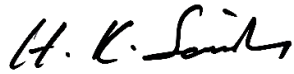
**09.** One student can Register only once, thus be cautious while registering.

**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 Officer: 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.