

ARKA JAIN UNIVERSITY
DEPARTMENT OF TRAINING & PLACEMENT
PLACEMENT OPPORTUNITY @ SKOLAR

NOTICE NO.: AJU/T&P/PG/0023/23-24

DATE: 16-02-2024

NAME OF COMPANY: Skolar

Registration will close on 18th February 2024 at 11:59 pm

COMPANY PROFILE:

Skolar is an online learning platform started with an intent to help students and professionals get placed in their dream companies by providing them with the right training and path to outperform their placement exams. **Skolar EdTech** is a fast-growing organization that focuses on providing innovative educational technology solutions to empower students and educators worldwide. Our mission is to revolutionize the learning experience through cutting-edge technology, personalized learning tools, and immersive content. As a Business Development Trainee, the successful candidate will play a pivotal role in expanding our customer base and driving the growth of our products and services.

Website: <https://skolar.in/>

JOB PROFILE: Business Development Trainee (Minimum 50%)

ELIGIBILITY: MBA

ELIGIBLE PASSING YEAR: 2024

JOB RESPONSIBILITIES:

1. Work closely with the Sales and Marketing team in assisting the growth of the business by acquiring new business leads.
2. Pitch and promote SKOLAR's services to prospective clients
3. Career counselling of prospective students and understanding their learning objectives to offer relevant products to them. Build sales leads through referrals and cold calling to generate sales (monthly target/revenue oriented)
4. Collaborate with the Sales and Marketing team to plan and oversee new marketing Initiatives set up meetings to prepare and deliver pitches to prospective clients
5. Follow up with potential clients

6. Work with team members to identify and manage risks

JOB SKILLS & QUALIFICATION:

1. Graduation in any degree
2. Strong communication skills
3. Critical and out-of-the-box thinking
4. Excellent organizational and leadership skills
5. Ability to perform well under pressure in a fast-paced environment, ability to work in a target driven environment.

GENDER ELIGIBLE: Both Male & Female

REMUNERATION OFFERED:

During Training/Probation Period: INR 18,000 + up to INR 15,000 (Incentives).

(First 10 days Unpaid): Candidates will undergo a 10 Days training period.

Note: Throughout the probationary period, candidates are encouraged to focus on their

professional development, and paid leave may not be available during this phase,

Meeting performance targets is considered an integral part of the growth process.

Post Training/Probation Period: CTC INR 6 UP to INR 9 LPA (Based on performance during Probation

period). The Benefits and Perks of Becoming a BDA/BDE Incentives are given out on a

monthly basis, with top performers receiving bonuses and recognition.

PROBATION PERIOD: 04 Months

LOCATION: Bangalore

SELECTION PROCESS: Interview

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/BoAUblCs2khTaxgr5>

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 18th February 2024 at 11:59 pm

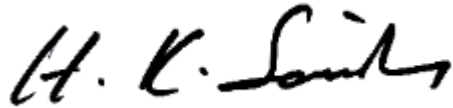
07. One student can Register only once, thus be cautious while registering.

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 contact the Undersigned or write a mail to placements@arkajainuniversity.ac.in.

Sd/-



DEAN – 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.