

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**  
**PLACEMENT OPPORTUNITY @ TECHNOOK**

NOTICE NO.: AJU/T&P/UG/0090/23-24

DATE: 23-05-2024

NAME OF COMPANY: TECHNOOK

PAYROLL COMPANY NAME: TECHNOOK

**Registration deadline is 02:00 pm, 24<sup>th</sup> May 2024**

**ABOUT COMPANY:**

**Technook** is an edutech firm that is redefining the e-learning experiences with an **AI-based model**. They have worked very closely with the student community to ensure the development of a system and environment that would help close the knowledge gap that students tend to struggle with. Their mission is to ensure that no student is left behind and gets an equal opportunity to realize their true potential. They have designed a knowledge platform that is accessible to all from anywhere in the world.

**WEBSITE:** [www.teachnook.com](http://www.teachnook.com)

**JOB DESIGNATION:** Business Development Associate

**WORK PROFILE:** Sales & Marketing

**ELIGIBLE COURSE:** BBA & BCOM; Passing Year 2024

**ELIGIBLE GENDER:** Male & Female

**SELECTION PROCESS:** Online

**WORK LOCATION:** Bangalore

**WORKING DAYS:** 6 days work/week (Saturday and Sunday Mandatory working)

**TENTATIVE JOINING DATE/PERIOD:** Immediate

**ANY BOND/SECURITY DEPOSIT:** No

**JOB ROLES AND RESPONSIBILITIES:**

1. Procuring new clients through direct contact, word-of-mouth, and collaboration with the sales & marketing team.
2. Oversee the sales process to attract new clients.
3. Suggesting upgrades or added products and services that may be of interest to clients.
4. Making multiple outbound calls to potential clients.

5. Crafting business proposals and contracts to draw in more revenue from clients.
6. Prepare and deliver pitches to potential clients.
7. Maintain fruitful relationships with clients and address their needs effectively.
8. Enthusiastic to build good relationships with people.

**KEY-SKILLS REQUIRED:**

- Excellent verbal and written communication skills & the ability to call, connect, and interact with potential customers
- Able to professionally and confidently communicate
- Excellent analytical and time-management skills
- Ability to work independently or as an active member of a team
- Demonstrated and proven sales results

**TRAINING/PROBATION PERIOD: 06 months [First 10 days (unpaid)]**

**SALARY OFFERED: During Training/Probation Period: INR 15,000/-per month + INR 10,000 (Incentives).**

**After Training/Probation Period: CTC 4 LPA to 6 LPA + monthly incentives, monthly bonus and honour for top performers.**

**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/WG4d4z7NvJgjGGzj7>**

**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 2 pm, 24<sup>th</sup> May, 2024.**

**09.** The Registration process will automatically turn off after the provided deadline.

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

**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.