# Extramarks Education Private Limited

School Relation Officer

## Job Profile Details

| | |
|---|---|
| Placement Cycle | **ARKA JAIN University - Placements 2024-25** |
| Job Location | West Bengal ? Sikkim, Asansol, Kharagpur, Hooghly \|\| Bihar ? Sasaram, Patna, Sitamarhi, Darbhanga, Gaya, Muzzafarpur \|\| Jharkhand ? Dhanbad, Deoghar, Ranchi, Jamshedpur \|\| East & Central UP ? Prayagraj, Lucknow, Varanasi |
| Date of Visit | NA |
| Position Type | Full Time |
| Expected Hires | NA |
| Sector | Business Development |
| CTC | INR 400000 |
| Category | Level 2 - General |
| Description | About Company:<br>Extramarks is among the fastest growing educational technology companies, with a global footprint. The company has a huge presence in India, South Africa, Indonesia and the Middle East. Extramarks has revolutionized the way education is perceived and delivered, custom creating learning solutions for the 21st century learner.They have a team of exceptional academics, technology experts and visualizers, who help simplify textbook learning through rich media based modules. Their efforts are supported by a 2000 strong sales team, present pan-India, which helps us reach directly to the final consumer. They have recently pressed the pedal to increase the sales momentum, opening offices in close to 70 cities, reaching hitherto unexplored geographies and people. Extramarks was founded in 2007 by Mr. Atul Kulshrestha, the visionary and transformative mind who has been leading the disruptions in the edtech domain from the front. In the past decade, a family of more than 3500 employees has come together to carry forth the Extramarks mission. Their product range is huge! From pre-school, to extensive K12 coverage, going over to higher studies and competitive exams, they have it all. They are also disrupting the coaching segment through the Extramarks Smart Coaching Centres, present in 17 cities with 23 centres. These centres provide coaching for IIT-JEE, |

NEET and Foundation courses, through latest classroom technology and Indias top faculty.
Website: www.extramarks.com
Job Description :

- Approaching schools
- Making the proposition to the management/ concerned department.
- To conduct Product demo with schools
- Identify and sign-up potential schools to be partners as per agreed targets.
- Creation of Sales pipeline & lead generation
- Maintaining and reporting the schools status on daily basis
- Pre and Post visit reporting to the lined manager
- Assigned Schools data collation.
- Maintain strong After Sale Relations with the customers.
- Schools Profiling (All pertinent information about the school)

Working Days : Monday - Friday [Saturday - On need basis, availability will be required, if any demo/visits/appointments are scheduled, or basis the principal/owner's requirement]
 Locations Available :   West Bengal Sikkim, Asansol, Kharagpur, Hooghly || Bihar Sasaram, Patna, Sitamarhi, Darbhanga, Gaya, Muzzafarpur || Jharkhand Dhanbad, Deoghar, Ranchi, Jamshedpur || East & Central UP Prayagraj, Lucknow, Varanasi
CTC : 40000/-, includes a deduction of 3600 Rs. Of PF, Salary in Hand : 36400/-

Joining : Immediate Joining.

Interview Process for the above position :

Virtual Interview [Group Discussion]
Virtual PI [Final Round with the State Head]

## Open for Courses

- **Jain - Arka Jain University Jharkhand**
  *BBA*
  1. Marketing
  2. Human Resources
  3. Business Administration & Management
  4. Commerce
  5. Entrepreneurship
  6. Finance & Financial Management
  7. Accounting
  8. Banking

9. Digital Marketing

10. Finance

11. Marketing

12. Human Resource

*BCA*

1. Computer Science & Engineering

2. Computer Application

3. Computer Science

4. Data Science/ Data Analytics

5. Internet of Things

6. Data Science

7. Computer Science & Data Processing

8. Information Technology

9. Aritificial Intelligence

10. Computer Science & Engineering

11. Computer Science - Information Security

12. B. Sc.- Computer Technology

13. Machine Learning

14. Computer Science

15. Computer Network and Information Security

16. Computer Networks

17. Software Engineering

18. IT

19. Data Analytics

20. Artificial Intelligence/ Data Science

21. Computer Science.

22. Software Development

23. Data Science ( DS )

24. Artificial Intelligence ( AI )

25. IoT and Sensor Systems

26. AI & MACHINE LEARNING

27. AI /Data Science

28. AI & Analytics

29. Computer Engineering

30. DATA SCIENCE AND ENGINEERING

*B.Com (Hons.)*

1. Accounting

2. Finance & Financial Management

3. Marketing

4. Human Resources

5. Commerce

6. Data Science

7. Finance

8. Marketing

9. Human Resource

   10. Finance

*MBA (Semester)*

  1. Business Administration & Management

  2. Finance

  3. Human Resources

  4. Commerce

  5. Finance & Financial Management

  6. Marketing

  7. Marketing & Sales

  8. Marketing & Finance

  9. Marketing & Human Resource

*MCA*

  1. Information Technology

  2. Computer Application

  3. Computer Science

  4. Computer Science & Engineering

  5. Information Science

  6. Regular

*B.Tech*

  1. Mechanical

  2. Computer Science

  3. Electrical & Electronics Engineering

  4. Computer Science & Engineering

  5. Civil

  6. Civil Engineering

  7. Electronics & Electrical Communication Engineering

  8. Computer Application

  9. Electrical Engineering

  10. Mechanical Engineering

  11. Mechanical Engineering

  12. Electrical and Electronics Engineering

  13. Computer Science Engineering

  14. Computer Engineering

  15. Communication & Computer Science

  16. Information Technology

## Eligibility Criteria

| | |
|---|---|
| B.Tech | *All students are eligible* |
| MCA | *All students are eligible* |
| MBA (Semester) | *All students are eligible* |
| BCA | *All students are eligible* |
| BBA | *All students are eligible* |

| | |
|---|---|
| B.Com (Hons.) | *All students are eligible* |
| Work Experience Criteria | No work experience based criteria defined yet! |
| Allowed Genders | [Y] Male students<br>[Y] Female students<br>[Y] Other Genders |
| Backlogs | Students with backlog(s) not allowed |

## Hiring Workflow

| | |
|---|---|
| **Group discussion** | *No Venue/Time specified* |
| **VIRTUAL HR INTERVIEW** | *No Venue/Time specified* |

## Additional Info

No additional information