

Codeyoung

1.Job Overview International Sales Specialist-
US Shift (2)Associate Customer Experience -
US Shift (3)Business Development Executive -
US Shift:(4)Relationship Managers



Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2024-25

Job Location

Bangalore

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

Sales

CTC

INR 486000 - 736000

Category

Level 2 - General

Description

Codeyoung, being one of the fastest-growing edtech companies, has revolutionized the education system. The company was honored with "The Achievers Award" for the best Edtech startup for the year 2023, and we were also featured in India Forbes amongst the top 200 companies with global potential. With a vision to empower every child to become problem solvers, creative leaders and innovators for the future.

1.International Sales Specialist- US Shift : The grads will receive training for the first 2 months, on understanding the international markets, customer persona, product offerings, closing the deal, etc. from the masters in the field.

The fixed pay during the training period in INR 20,000 per month. Post the training period the CTC is INR 7.36LPA (4.36LPA fixed + 3LPA incentives paid on the monthly basis)

2.Associate Customer Experience - US Shift_: The candidates will go through the training for the first 2 months, on understanding how to handle customer queries, how to interact with the customers and handle their concerns, customer persona, product offering etc.

The fixed pay during the training period is INR 20,000 per month. Post the training period the CTC is INR 4.86LPA (4.36 LPA fixed + 50k Variable)

3. Business Development Executive - US Shift: We are seeking a proactive and driven Business Development Executive to join our Team. The ideal Candidate will be responsible for generating leads, qualifying prospects, and

performing cold calls to potential clients. Excellent communication skills and a passion for driving Business growth are essential

The fixed pay during the training period is INR 20,000 per month. Post the training period the CTC is INR 4.56LPA (3.36 LPA fixed + 1.2LPA Variable)

4. The Relationship Managers create engagement strategies with clients to develop a professional relationship through the provision of product and operational services, training, and customer services.

It is the role of the RMs to create and maintain long-lasting and healthy relationships with customers. At Codeyoung we are looking for proactive Relationship Managers who will create trusted relationships with the customer stakeholders to ensure that the customers receive the necessary support services.

Overall, ensuring that the customer gets the best service to enhance their satisfaction.

Develop long-term relationships with Codeyoung clients in order to ensure their success by maximizing the return on their investment in our learning solutions.

Deliver a great learning experience by communicating with Training Administrators in a proactive manner, allocating the appropriate internal resources, and efficiently tracking and executing client learning goals utilizing the RM process.

You will be responsible for maintaining a high level of client satisfaction by being a liaison between the client and Codeyoung delivery and product development teams.

Identify risks and collaborate with internal departments to develop and implement "get well" plans.

Work timings will be based on US shifts (10 PM to 7 AM).

Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Finance
2. Marketing
3. Human Resource

B.Com (Hons.)

1. Finance
2. Marketing
3. Human Resource

BCA

1. Data Science (DS)
2. Artificial Intelligence (AI)

B.Sc

1. Biotechnology

BA (Hons.)

1. English

MBA (Semester)

1. Marketing & Finance

2. Marketing & Human Resource

Eligibility Criteria

B.Sc	<i>All students are eligible</i>
B.Com (Hons.)	<i>All students are eligible</i>
BBA	<i>All students are eligible</i>
BA (Hons.)	<i>All students are eligible</i>
BCA	<i>All students are eligible</i>
Work Experience Criteria	No work experience based criteria defined yet!
Allowed Genders	[Y] Male students [Y] Female students [Y] Other Genders
Backlogs	Students with backlog(s) not allowed

Hiring Workflow

Resume shortlisting	<i>No Venue/Time specified</i>
Pre-placement Talk	<i>No Venue/Time specified</i>
Group discussion	<i>No Venue/Time specified</i>
HR interview	<i>No Venue/Time specified</i>

Additional Info

No additional information