

SRMUS/PAT/2021-2022/003

Date: 24-08-2021

PLACEMENT DRIVE NOTIFICATION

Company	EduKyu
Company Type	EduTech
About the Company	Most people out there are unaware of their need for their personality and career development trainings and are not able to identify the perfect suited trainers for fulfilling their skill requirement. We have emerged as a team to cater to such needs aiming towards bridging the gap between trainers and learners and focusing on making India a skilled nation. At EduKyu, we exist to create experiences where desire to learn and eagerness to serve comes together to satisfy the social needs of the nation.
Job Title	Manager in Career Development
Job Location	Noida / Kolkata / Bangalore
Eligible Degrees/ Branches	MBA (Marketing)
Job Description	<ul style="list-style-type: none"> • Achieving Branch targets (End to End Sales). • Prospect generation through cold calling. • Meeting & Counseling prospective students (mostly working executives in various industries) • Primary and Secondary research • Verify trainers and business Identity on region bases. • Analyse Software for trainers • Connecting with trainers and learner's over the phone or mail <p><u>Responsibilities</u></p> <ul style="list-style-type: none"> ✓ Business Development:- <ul style="list-style-type: none"> • Generating revenues by achieving individual target. • Presenting Company's offer to the perspective client. • Handle Objections. • Converting suspects into prospects and closing deals. ✓ Schedule Adherence:- <ul style="list-style-type: none"> • Daily monitoring of Individual as well as team activity. • Maintaining daily report. ✓ Training and Educational training:- <ul style="list-style-type: none"> • Depth knowledge about education industry. • Opportunity to understand business strategies & hierarchy of Industry. ✓ Networking Skills <ul style="list-style-type: none"> • Chance to get session with big trainers' tycoon. • Opportunity to be a part of Biggest Association of trainers in India. ✓ Visual Management:- <ul style="list-style-type: none"> • To develop the visual controls on the daily schedule. • Preparation of one-point standards. Work Instruction for the better understanding of associates performing the work.
Eligibility Criteria	<ul style="list-style-type: none"> • Fluent in English Language • Good in communication and Presentation Skills.
Compensation (CTC)	Rs. 5.94 LPA (Full structure mentioned in the attachment)
Selection Process	Will be intimated later
Date & Time of Interview	Will be intimated later
Venue	Virtual/Online