

PLACEMENT DRIVE NOTIFICATION

Company	UpGrad
About the Company	<p>upGrad is an online education platform building the careers of tomorrow by offering the most industry-relevant programs in an immersive learning experience. Our mission is to create a new digital-first learning experience to deliver tangible career impact to individuals at scale. upGrad currently offers programs in Data Science, Machine Learning, Product Management, Digital Marketing, and Entrepreneurship, etc. upGrad is looking for people passionate about management and education to help design learning programs for working professionals to stay sharp and stay relevant and help build the careers of tomorrow.</p> <ul style="list-style-type: none"> • upGrad was awarded the Best Tech for Education by IAMAI for 2018-19 • upGrad was also ranked as one of the LinkedIn Top Startups 2018: The 25 most sought-after startups in India • upGrad was earlier selected as one of the top ten most innovative companies in India by Fast Company. • We were also covered by the Financial Times along with other disruptors in Ed-Tech • upGrad is the official education partner for Government of India - Startup India program • Our program with IIIT B has been ranked #1 program in the country in the domain of Artificial Intelligence and Machine Learning
Job Title	Associate Admission Counsellor
Job Description	<p>Individual with outstanding English communication skills (written and verbal), interpersonal and presentation skills. We are looking out for candidates who can handle pressure, in a highly revenue/number driven culture and the responsibility lies on your shoulder.</p> <p>Roles & Responsibilities</p> <ul style="list-style-type: none"> • Being a mentor and guide, who potential learners can look up to for career advice. • Counselling potential learners, helping them plan their career path and understanding how upGrad can catalyse their career. • Carrying weekly enrolment/revenue and collection targets. • Establishing the uniqueness and effectiveness of upGrad's model of online/blended learning. • Owning the complete sales closing life cycle for leads assigned to you. This includes making phone/video calls, product demonstration, sales closing and post-sales relationship management. • Maintaining a detailed database of all the interactions on the CRM with the leads and providing constant feedback to the marketing team on lead quality. • Minimum of 100+ Dials every day with 40+ Connects. • 2 hours of talk time on an average per day & 1 Video Session • 2 enrolled students per week. • Weekly revenue targets to be met consistently. <p>Work Location & Working Days</p> <ul style="list-style-type: none"> • Mandatory Work from Office Role from Day 1 • Tuesday – Sunday Cycle (Monday Week Off)
Job Location	Mumbai, Bangalore, Hyderabad, Kolkata, Ahmedabad & Pune
Eligible Degrees	Any UP / PG
Eligibility Criteria	NA
Desired Skills	<ul style="list-style-type: none"> • Outstanding English communication skills (written and verbal) • Interpersonal skills. • Presentation skills.

Compensation (CTC)	INR 4LPA(fixed) + 4LPA(Variable)
Selection Process	Stage 1: Registration through google forms provided by upGrad Stage 2: Round 1 – Group Discussion Stage 2: Business Round (Video call Interview)
Date of Interview	Will be intimated later
Venue	Online

Mandatory Documents:

Please note, whoever is applying for the role, they must have the following

- 1) PAN Card
- 2) Aadhaar Card
- 3) Completed College Degree/ Graduation / Provisional Certificate