

PLACEMENT DRIVE NOTIFICATION

Company	NxtWave
About the Company	<p>NxtWave is revolutionizing the 21st-century job market by transforming youth into highly skilled tech professionals irrespective of their educational background with our CCBP 4.0 programs.</p> <p>By offering vernacular content and interactive learning, NxtWave is breaking the entry barrier for learning tech skills. Learning in their mother tongue helps learners achieve higher comprehension, deeper attention, longer retention and greater outcomes.</p> <p>NxtWave was founded by Rahul Attuluri (Ex Amazon, IIIT Hyderabad), Sashank Reddy (IIT Bombay), and Anupam Pedarla (IIT Kharagpur).</p> <p>NxtWave now has paid subscribers from 250+ districts across India who have spent 200 million minutes on its learning platform so far. In the last 6 months, CCBP 4.0 learners have been hired by 450+ companies including Amazon, Deloitte, Capgemini, Jio, Thoughtworks, Wipro, Bosch, and more.</p> <p>Website: https://www.ccbp.in/</p>
Job Title	Corporate Relations Manager
Job Description	<p>Responsibilities:</p> <ul style="list-style-type: none"> • Management of sales operations and matching client requirements with candidates that NxtWave trains for placement (Software developers). • Achieving monthly targets by identifying and developing new customers. • Acquire and maintain relationships with corporate clients to drive business. • Contribute to generating new sales that develop into long-term relationships. • Maintain relationships with existing clients by understanding their requirements and proposing solutions. • Acting as a liaison between clients and the internal functional teams. <p><u>What are your deliverables / KPI's?</u></p> <ul style="list-style-type: none"> • Minimum of 15+dials everyday (Quality metrics will be defined) • 5-7 hours of talk time on an average per day. • Weekly targets to be met consistently.
Job Location	Hyderabad/Bangalore (WFH till further notice)
Eligible Degrees	MBA
Eligibility Criteria	No Marks criteria
Desired Skills	<p><u>Requirements:</u></p> <ul style="list-style-type: none"> • Strong written and verbal communication skills in English. • Strong Persuasion and Negotiation Skills. • Go-Getter attitude. • Alignment to company's vision and culture. • Should be flexible to work extra hours to get things done. • Prior experience in corporate sales (at least 0-2 years) would be an advantage. <p><u>Languages Known:</u></p> <ul style="list-style-type: none"> • Need very good proficiency in English. • Speaking Hindi will be an additional advantage.
Other details	<p><u>Why join NxtWave as a Corporate Relations Manager?</u></p> <ul style="list-style-type: none"> • Become a part of India's Growth Story by driving the 4.0 Revolution and making India a Global Leader. • Impact many lives - Play a key role in bridging the skill gap and help people become Industry ready. • Work with the Best - Work directly with the founding team involving alumni of IITs, IIMs and top MNCs like Amazon, Microsoft etc.

	<ul style="list-style-type: none">• Rapid Career Growth - Grow to Team Lead positions and get higher salaries within 6 months to 1 year. Working days: 5 days a week.
Compensation (CTC)	Rs. 6-11 LPA
Selection Process	Will inform later
Date of Interview	Will inform later
Venue	Online/Virtual