



SHRI RAMASAMY MEMORIAL UNIVERSITY SIKKIM

5th MILE, TADONG, GANGTOK, SIKKIM

PLACEMENT & TRAINING CELL

SRMUS/PAT/2021-22/137

Date: 25-2-2022

PLACEMENT DRIVE NOTIFICATION

Company	Skill Vertex
Company Type	Edtech
About the Company	<p>SkillVertex is an edtech platform that helps students with internships, training programs, crash courses, career guidance, and mentorship.</p> <p>We are the fastest growing edtech Company in India, with thousands of trained students every year.</p>
Job Title	Business Development Associate (Sales)
Job Description	<ul style="list-style-type: none">• Identify and develop strategic relationships with potential customers• Develop a strong pipeline of new customers through direct or indirect customer contact and prospecting• Ongoing monitoring and analysis of pipeline to review performance & optimise accordingly to ensure objectives are met• Maintaining strong follow-ups and regular feedback calls• Creating lead engagement plans and strategy• Studying the details of each offering and remaining abreast of updates to these offerings.• Efficient and effective lead utilisation with consistent follow-ups, low Turn-Around-Time (TAT) and increased connectivity with multiple attempts• Update and create tailored client proposals and negotiate further to close the deals• Building cross-discipline relationships in the organisation, partnering closely with the growth and marketing team, providing feedback and insights
Job Location	Bengaluru
Eligible Degrees	<p>M.B.A.-Master of Business Administration MCA Lateral Entry-Master of Computer Application M.A.-English M.Com.-Commerce M.Sc.-Hospitality and Tourism Management B.Sc.-Botany B.Sc.-Chemistry B.Sc.-Physics B.Sc.-Zoology B.Sc.-Hospitality and Tourism Management B.C.A.-Bachelor of Computer Applications B.Sc.-Information Technology B.A.-English (Honours) B.B.A.-Bachelor of Business Administration B.Com.-Commerce B.Sc.-Economics</p>
Eligibility Criteria	55% through academics
Desired Skills	<ul style="list-style-type: none">• Candidates should have a keen interest in education and innovation along with acumen for sales

	<ul style="list-style-type: none"> • The responsibility can vary from handling revenue responsibilities in different geographies to being individual contributors in driving business • Being capable of concept selling and understanding business and customer issues • An inherent ability to position, market and sell an idea or product will be a crucial skill set • Candidates should be dynamic, determined, and persistent and want to be a part of this education revolution!
Compensation (CTC)	<ol style="list-style-type: none"> 1. Stipend offered for internship: 20,000 (10,000 fixed + 10,000 variable) Internship duration 3-4 Months (Students convenience) 2. Full time Employment: 6LPA (3.6 FIXED +2.4LPA Variable)
Selection Process	<ol style="list-style-type: none"> 1. First Round - Assessment Test 2. Second Round - Video Interview
Date of Interview	Will be informed later
Venue	Online