

**ICFAI University, Jharkhand**

**Placement Notification**

Type: Online / On-campus

Ref No: IUJ/P22/SS/Int/00016

S/No.	Aspect	Details
01	Company Name	Extramarks
02	Short brief on the Company	Extramarks is a leading educational - technology company, creating student-friendly digital learning solutions and keeping pace with globalization and technology in education. We have been in the market for the last 13 years operating different verticals PAN India. We provide education learning techniques across India, Singapore, Kuwait, UAE and South Africa. We at Extramarks are looking for Senior Business Development Executives/Business Development Executives.
03	Company Website	<a href="https://www.extramarks.com/">https://www.extramarks.com/</a>
04	Education Requirement (Program/Programs )	B.Tech, MBA, MCA, BBA,B.Com,BCA
05	Eligibility Criteria ( Minimum Marks, if any)	<input type="checkbox"/> <ul style="list-style-type: none"> <li>• Excellent interpersonal and communication skills</li> <li>• Commercial awareness</li> <li>• Must be able to speak the Regional Language</li> </ul>
06	Designation/Job Title	<b>Business Development Executive</b>
07	Job Description	<ul style="list-style-type: none"> <li>• Develop and maintain strategic long term trusting relationships with high volume customers to accomplish organic growth.</li> <li>• Communicate company products and services via Calling and E-mail and also build relationships in order to uncover prospect needs.</li> <li>• Document and update CRM with daily activities as required.</li> <li>• Achieve weekly and monthly goals.</li> <li>• Be a self starter and pro-active; identify and act on opportunities for improvement.</li> <li>• Ensure reporting and communications is frequent and bi-directional.</li> <li>• Remain knowledgeable about all organization's products and services to facilitate sales efforts.</li> <li>• Completing input numbers on daily basis and taking up revenue responsibility.</li> <li>• To research and analyze the customer's requirements and present best solutions.</li> <li>• Keep abreast with Extramarks latest offerings and best practices.</li> <li>• Research key customer wants and needs.</li> </ul>
08	Location	Ranchi , Jamshedpur (Jharkhand), Bihar (Patna) (WFO Only)
09	Selection Process	CV Short listing > Group Discussion > PI

<b>10</b>	<b>Salary (Rs/Month)</b>	3.5 / 4.5 LPA
<b>11</b>	<b>Any other benefits</b>	As per the company norm
<b>12</b>	<b>Joining</b>	<b>2/2/2022</b>
<b>13</b>	<b>Last Date to Apply</b>	Immediately
<b>14</b>	<b>Person to be contacted</b>	Prof. Sumit Kumar Sinha
<b>15</b>	<b>Remarks</b>	Interested candidates contact immediately/ Respond through the mail .Send the latest CV