

ICFAI University, Jharkhand

Placement Notification

Type: On-campus/ Online

Ref No: IUJ/P22/SS/CR-0019

S/No.	Aspect	Details
01	Company Name	Intellipaaat
02	Short brief on the Company	Intellipaaat is the leading online education provider and create courses in collaboration with top MNCs and universities such as IIT Madras, IIT Roorkee, IIT Guwahati, IBM, Microsoft, etc., with more than 1.6 Million learners and 200+ corporates across 55+ countries learning on our platform.
03	Company Website	https://intellipaat.com/
04	Education Requirement (Program/Programs)	MBA/BBA/B.Com/BCA/B-Tech/BBA LLB
05	Eligibility Criteria (Minimum Marks, if any)	<ul style="list-style-type: none"> • Excellent spoken and verbal skills • Ability to persuade and negotiate • Ability to work under stress • Ability to work in a team • Fast-learner, keen on details, and self-motivated
06	Designation/Job Title	BDT Business Development Trainee (Work from Office)
07	Job Description	<ul style="list-style-type: none"> • Calling the leads provided in the CRM and understanding their requirements of career up-skilling and pitch the right course as per their needs. • Consistently achieve revenue targets in line with team/organizational objectives. • Proactively identifying cross-selling/up-selling opportunities with existing customers. • Identifying references through the existing customer base to increase the sales pipeline. • Should be maintaining all customer interactions in the CRM. • Should have decent exposure working with any CRM like Salesforce, Zoho, etc. • Managing all pre-sales to post-sales support activities for the assigned leads. • Follow up on leads and conduct research to identify potential prospects. • Consistently achieve revenue targets in line with team/ organizational objectives. • To understand customer requirements in the geography assigned and future product portfolio

		improvement based on past customer feedback.
08	Location	Bangalore
09	Selection Process	<p>Details of the selection process are appended:</p> <ul style="list-style-type: none"> • Evaluation Rounds • Pre Placement Talk • Group Discussion • Personal Interview
11	Salary (Rs/Month)	<p>6 months Internship period 264,000 (Fixed Pay)+ 200,000(Variable Pay) Total CTC : 464,000 will be working as Business Development Trainee</p> <p>After the successful completion of Internship period 500,000 INR(Fixed salary) + 400,000(Incentive) Total CTC : 900,000 will be working as Business Development Associate</p>
12	Any other benefits	As per company norms
13	Date for Campus Recruitment	Not yet decided
14	Last Date to Apply	15-12-2022
15	Person to be contacted	Prof. Sumit Kumar Sinha
16	Remarks	Interested candidates contact immediately/ Respond through the mail