

**ICFAI University, Jharkhand****Placement Notification**

Type: campus

Ref No: IUJ/P22/SS/CR-0033

S/No.	Aspect	Details
01	Company Name	Extramarks Education India Pvt Ltd
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 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, B.Com , BBA, BBA LLB ,BCA
05	Eligibility Criteria ( Minimum Marks, if any)	• Excellent interpersonal and communication skills • Commercial awareness
06	Designation/Job Title	Business Development Executive
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	Location – Jharkhand Ranchi/Jamshedpur
09	Selection Process	<ul style="list-style-type: none"><li>• Aptitude Test</li><li>• Extempore/Group Discussion</li><li>• Personal Interview</li></ul>
11	Salary (Rs/Month)	4.2 LPA
12	Any other benefits	As per company norms

<b>14</b>	<b>Date for Campus Recruitment</b>	15-02-2023
<b>15</b>	<b>Last Date to Apply</b>	14-02-2023
<b>16</b>	<b>Additional clauses</b>	<ol style="list-style-type: none"> <li>1. The interested applicants should not have any backlogs in the last semesters. Having a laptop is mandatory.</li> <li>2. We will provide leave (no work no pay) to the students during their final examination.</li> <li>3. If any student gets a backlog in their final examination, we will cancel their employment immediately.</li> <li>4. Those who will be hired won't be eligible for any prolonged leaves in the initial few months of joining.</li> <li>5. Once any candidate receives the offer letter &amp; denies joining Extramarks, he or she will never get a chance to be a part of this esteemed organization again.</li> <li>6. Candidates should be available for immediate joining.</li> </ol>
<b>17</b>	<b>Person to be contacted</b>	Prof. Sumit Kumar Sinha
<b>18</b>	<b>Remarks</b>	Interested candidates contact immediately/ Respond through the mail