



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA
MUMBAI | RAIPUR | RANCHI | KOLKATA | PATNA

EXTRAMARKS

Virtual Campus Placement- 2022 Passing Out Batch

Only for Students of Amity Education Group

Last Date to Register - 1st July 2022, 2 PM

Company	EXTRMARKS
Website	https://www.extramarks.com/
Batch	2022
Date of Campus	Will Be Informed Later
Joining	July 2022
Job Title	Profile 1: School Relationship Officer Profile 2: Business Development Executive Profile 3: Events Executive
Eligible Degrees	BBA / BA / BCA / B.Sc / B.Tech / MCA
Eligible Branches	All
Location	Profile 1 : Shimla, Kangra, Chamba, Mandi/Kullu, Manali, Parwanoo, Baddi (Himachal Pradesh) Profile 2 : Mohali, Bhatinda Profile 3 : - Ludhiana, Bhatinda, Amritsar, Patiala (Punjab) / Mandi, Kangra (Himachal Pradesh)
CTC	Profile 1 : 4.00 LPA Profile 2: 3.8 LPA Profile 3: 3.00 LPA
Skills Required	<ul style="list-style-type: none">• MS Office (Excel, PowerPoint, Word) to intermediate level• Good Communication Skills
Job Responsibilities	Profile 1 : <ul style="list-style-type: none">• Approaching schools• Making the proposition to the management/ concerned department• Arranging the demo• Handling all the documentation work until completion (signing up the contracts)• Maintaining and reporting the school's status on daily basis• Pre and Post visit reporting to the lined manager

	<ul style="list-style-type: none"> • Assigned School's data collation • Maintain strong After Sale Relations with the customers • School's Profiling (All pertinent information about the school) <p>Profile 2 :</p> <ul style="list-style-type: none"> • Develop and maintain strategic long-term trusting relationships with high volume customers to accomplish organic growth. • Communicate company products and services via Calling and E-mail and build relationships in order to uncover prospect needs. • Document and update CRM with daily activities as required. • Achieve weekly and monthly goals. • Be a self-starter and pro-active; identify and act on opportunities for improvement. • Ensure reporting and communications is frequent and bi-directional. • Remain knowledgeable about all organization's products and services to facilitate sales efforts. • Completing input numbers on daily basis and taking up revenue responsibility. • To research and analyze the customer's requirements and present best solutions. • Keep abreast with Extramarks latest offerings and best practices. • Research key customer wants and needs. <p>Profile 3:</p> <ul style="list-style-type: none"> • Work with individual business units to identify events within their region, work at the Regional level to formulate concepts, and develop new IPs and brand-driven events. • Formulate and manage the events calendar at the Business Unit level and lead generations from schools, events and activities. • Be the point of contact with event operations leads across business units. • Manage budgets across events. • Create and maintain progress trackers and post-event reports to determine event KPI's at the HO level. • Help create processes with operation leads to better manage event reports at individual business unit levels • Liaise with venues, vendors, talent, and partners across events.
How to Apply?	<p>All interested and Eligible students need to apply on the Link Below</p> <p>CLICK HERE TO APPLY</p>

All the Best!

Anjani Kumar Bhatnagar
Dy. Director - Amity Technical Placement Centre

India Head Office:
Room # G- 02, E 2 Ground Floor
Amity University Campus
Sector 125, Noida (India), Pin: 201313

