



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA

CLUEMATH **Internship - 2020 Passing Out Batch**

Company	Cluemath
Batch	2020 Passing Out Batch
Joining	June
Date of Campus	Will inform later
Job Title	Profile 1: Intern –Business Development Profile 2 : Associate –Inside Sales
Eligible Degrees	Any Graduate / Post Graduate
Eligible Branches	All
Location	Pune, Chennai, Mumbai, Hyderabad, Delhi
Compensation (CTC)	INR 15k Per Month
Roles & Responsibilities	<p>Profile 1 :</p> <ul style="list-style-type: none">• Landscaping analysis for the certified teacher and deciding the appropriate path to the growth (a promotional event for the teacher, or any affiliates, or any other mechanism)• Enabling teachers to kick-start their centres by tracking whether they have done the set of tasks which are required for starting the centre• Helping teachers on the ground with pitching to potential parents to enrol in their centre and training teachers to do the same• Enabling newly certified teachers to set-up their centre digitally and on-ground.• Ensuring parent Conversions by visiting the teacher centre.• Supporting the team to get enrollments for other sets of teachers <p>Profile 2:</p> <ul style="list-style-type: none">• Pitching products and services to prospective customers over the phone, over the web or by email. Cold / Warm calling would be integral.• Process applications with Inbound and Outbound calling.• Maintain and expand the company's database of prospects and nurture partner relationships in every interaction.• Ensure follow-up by creating tasks, meetings, completing account information, keeping proper notes in CRM.• Strategic sales approaches• Coordinating and resolving queries of customers& Teacher Partners• Highlight issues through feedback and recommend changes in workflows, procedures and service levels to meet business needs.
How to Apply?	All interested and Eligible students need to apply on the link below latest

	by 2nd March 2019, 6:00 PM
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My Best Wishes are with you!

Prof. Dr. Ajay Rana

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