



AMITY TECHNICAL PLACEMENT CENTRE

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

LEVERAGE EDU

Virtual Campus Recruitment – 2021 Passing Out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register – 20th Jan 2021, 6 PM

Company	Leverage Edu
Website	https://leverageedu.com/
Batch	2021
Date of Campus	Will Be Informed Later
Job Title	Associate – Business Development
Eligible Degrees	B.Tech / BCA / MBA
Eligible Branches	ALL
Eligibility Criteria	60% overall education
Other Skills Required (If any)	NA
Location	Delhi / Bangalore / Mumbai / Pune / Hyderabad
Compensation (CTC)	Stipend : 15,000 Per Month CTC : 6.6 LPA (3.6 LPA Fixed + 3 LPA Variable)
Job Requirements	<ul style="list-style-type: none">• Candidates should have a keen interest in education and innovation along with acumen for sales• The responsibility can vary from handling revenue responsibilities in different geographies to being individual contributors in driving business• Being capable of concept selling and understanding business and customer issues• An inherent ability to position, market and sell an idea or product will be a crucial skillset• Candidate should be dynamic, determined, persistent and want to be a part of this education revolution!
Roles & Responsibilities	<ul style="list-style-type: none">• Identify and develop strategic relationships with potential customers• Develop a strong pipeline of new customers through direct or indirect customer contact and prospecting• Ongoing monitoring and analysis of pipeline to review performance & optimize accordingly to ensure objectives are met

	<ul style="list-style-type: none"> • Maintaining strong follow-ups and regular feedback calls • Creating lead engagement plans and strategy • Studying the details of each offering and remaining abreast of updates to these offerings. • Efficient and effective lead utilization with consistent follow-ups, low Turn-Around-Time (TAT) and increased connectivity with multiple attempts • Update and create tailored client proposals and negotiate further to close the deals • Building cross-discipline relationships in the organization, partnering closely with the growth and marketing team, providing feedback and insights
Benefits	<ul style="list-style-type: none"> • Industry-best perks • A phenomenal work environment, with massive ownership and growth opportunities • A bunch of super young & enthusiastic colleagues in Tech/Marketing/PR/Editorial/Social Media & Events! • Quick iterations and deployments – fail-fast attitude • Opportunity to work on cutting edge technologies, and lead teams in the future • Access to a world-class mentorship network • Create a massive, and direct impact of the work you do in the lives of people across the globe!
How to Apply?	<p>All Interested students should apply on the link below latest by 20th Jan 2021, 6 PM</p> <p>CLICK HERE TO APPLY</p>

My Best Wishes are with you!

Prof (Dr.) Ajay Rana

Ph.D (CSE) & M.Tech (CSE) - Two Time Gold Medalist
SMIAENG, SMIACSIT, LMISTE, LMPF, LMCSI & MIET (UK)

Senior Vice President – Amity Education Group

Dean – Industry & Academia Alliance

Advisor – Amity Education Group