



## AMITY TECHNICAL PLACEMENT CENTRE

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

### Climber Knowledge and Careers Pvt. Ltd.

### Virtual Campus Recruitment – 2021 Passing Out Batch

**Only for Students of Amity Education Group**

### Last Date to Register – 18<sup>th</sup> March 2021

Company	Climber Knowledge and Careers Pvt. Ltd.
Website	<a href="http://www.mycaptain.in">www.mycaptain.in</a>
About Us	<p><b>The Climber</b> is an Education <b>Startup</b> that helps students discover and pursue their Passions through My Captain and large city-wide Youth fests, summits and boot camps.</p> <p>My Captain by The Climber is an Online platform that helps you take the first step in your field of passion with the help of young achievers, mentors and guides.</p> <p>My Captain is an <b>SDSN Awarded program</b>.</p> <p><b>We are focused on the United Nations SDGs (Sustainable Development Goals) especially SDG 4: Quality Education, SDG 8: Decent Work and Economic Growth, and SDG 17: Partnerships for the Goals.</b> Over 1,00,000 plus students from across the country have been mentored through My Captain online platform.</p> <p>My Captain helps to connect School and College students to young Achievers(Captains) in their field of passion. We mentor students through month-long online workshops where they experience the basics of a field in a practical and guided manner. The students also join a community of like-minded individuals from all across the country, attend MyCaptain meetups, events, and get internship opportunities.</p>
Batch	2021 Batch
Date of Campus	Will be Informed through Email
Designation	<b>Business Development Executive ( Sales Operations)</b>
Eligible Branches	BBA, B Com, B.Tech, MBA,

<b>Eligibility Criteria</b>	<p>All Branches</p> <p>- Preferring candidates who have worked in leadership roles in college fests and college organizations.</p>
<b>Job Location</b>	Bangalore
<b>Compensation (CTC)</b>	<b>INR 3.6 - 4.5 LPA</b>
<b>Job Description –</b>	<ol style="list-style-type: none"> <li>1. Recruitment and Training of Campus Ambassadors from Universities across the country. Our Campus Ambassadorships are the largest in India, with a presence in more than 800 plus Colleges. To make sure MyCaptain expands into more and more Colleges / Schools, you are supposed to recruit, train and build the Campus Ambassadors to spread MyCaptain's Passion Revolution!</li> <li>2. Partnering with Universities / Colleges and Schools to drive MyCaptain programs. We also partner with Colleges and Schools for Offline and Online learning experiences. We conduct Events, boot camps, competitions and build ton, for brilliant learning experiences. You will play a pivotal role in organizing, conducting and managing such partnerships and collaborations.</li> <li>3. Effective follow up with inbound and outbound lead calls , making presentation of prospects and closing the sales .</li> <li>4. Market Research. - Market research is an essential part of your recruiting and training Campus Ambassadors from Universities across the Country. This is where you understand what the Students of that city are passionate about, and how to fill the gap between the jobs they are looking for and the skills that they need for the same.</li> <li>5. Leading Expansions in New Markets. Expanding into newer Colleges / Universities /Schools to achieve deeper Market penetration in specific cities. This is done by conducting Market research, recruiting and training campus ambassadors, and helping Market MyCaptain in those cities/colleges.</li> <li>6. Continuous improvement on conversion rates by fine-tuning of sales pitches, cross-selling, upselling, and understanding prospect - product fit.</li> <li>7. Other job roles as per the requirement of the company</li> </ol>
<b>Other Skills Required (If any)</b>	<ul style="list-style-type: none"> <li>• Detail oriented candidates who will find best possible match for a requirement, rather than submit candidates for sake of submission</li> <li>• Should have strong negotiation skills.</li> <li>• Very strong communication skills to be able to interact with candidates at various levels</li> <li>• Proactive approach towards recruitment – builds relations with and pipelines candidates as per client's business needs and does not always have to search for resumes when requisition is assigned</li> <li>• Self-motivated with never-say-die attitude</li> <li>• No hesitation to provide help to juniors or seek help from seniors</li> </ul>
<b>Recruitment Process</b>	<ul style="list-style-type: none"> <li>• <b>Company Introduction</b></li> <li>• <b>Direct Interviews</b></li> </ul>
<b>How to Apply?</b>	Interested and eligible students need to apply on the link given below latest by <b>4:00PM, 18th March 2021</b>

	<a href="#"><u>CLICK HERE</u></a>
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**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**