



CENTRALISED CAREER GUIDANCE & PLACEMENT CELL

Guru Gobind Singh Indraprastha University

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F. No. GGSIPU/CCGPC/2022/ 267

Dated: 1st April 2022

Sub. Placement opportunity for students of 2021 passed out and 2022 passing out batch in the company "Intellipaat"

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of placement opportunity for students of 2021 passed out and 2022 passing out batch in the company "Intellipaat" for your consideration.

Share the database of interested, eligible and unplaced candidates by 4th April 2022 in the required format shared over email.

Applicants' data received in the given format by 4th April 2022 will only be shared with the company for further process.

Name of Company – Intellipaat, Website: www.Intellipaat.com

Position – Business Development Trainee (Work from Office)

Qualification: MBA / Any Graduation

Year of Passing : 2021 and 2022

Work Location : Bangalore

Compensation :

- First 8 months Training Period will be working as **Business Development Trainee**
First 4 months 309,000 (Fixed Pay)+ 240,000(Variable Pay) – **Total CTC : 549,000**
Next 4 months 345,600 (Fixed Pay) +240,000(Variable Pay) – **Total CTC : 585,600**
- After successful completion o 8 months Training period will be working as Business Development Associate
Total CTC : 865,000 – 465,000INR (Fixed salary) + 400,000 (Incentive)

Responsibilities Include:

- Calling the leads provided in the CRM and understanding their requirements of career up-skilling and pitch the right course as per their needs.
- Consistently achieve revenue targets in line with team/organizational objectives.
- Proactively identifying cross-selling/up-selling opportunities with existing customers.

- Identifying references through the existing customer base to increase the sales pipeline.
- Should be maintaining all customer interactions in the CRM.
- Should have decent exposure working with any CRM like Salesforce, Zoho, etc.
- Managing all pre-sales to post-sales support activities for the assigned leads.
- Follow up on leads and conduct research to identify potential prospects.
- Consistently achieve revenue targets in line with team/ organizational objectives.
- To understand customer requirements in the geography assigned and future product portfolio improvement based on past customer feedback.

Skills Preferred:

- Excellent spoken and verbal skills
- Ability to persuade and negotiate
- Ability to work under stress
- Ability to work in a team
- Fast-learner, keen on details, and self-motivated

About Company – Intellipaat is the leading online education provider and create courses in collaboration with top MNCs and universities such as IIT Madras, IIT Roorkee, IIT Guwahati, IBM, Microsoft, etc., with more than 1 Million learners and 200+ corporates across 55+ countries learning on our platform.

NOTE – Unplaced Students interested to apply for this opportunity are required to contact with their TPOs for giving confirmations and details to be shared with us.

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11/4/22

(Ms. Nisha Singh)
Placement Officer, CCGPC