



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2024/ 1018

1st June 2024

Sub. Placement opportunity for B.Tech or B.Arch students of GGSIP University of the batch passing out in year 2024 in the company “Novatr”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for B.Tech or B.Arch students of GGSIP University of the batch passing out in year 2024 in the company “Novatr” for your reference and circulation to students to apply on given link by **4th June 2024, 11:00 AM:**

Registration Link – <https://forms.gle/q7o53uNRdaEnxum89>

Name of Company – Novatr

Role – Business Development Representative

Eligible Degree – B.Tech or B.Arch from GGSIP University of the batch passing out in year 2024. The company is operating in the AEC (Architecture, Engineering and Construction) space, candidates from similar backgrounds (Architecture and Engineering) are preferred.

Offered CTC - Upto 6 LPA + Incentives (based on sales and no capping to this)

Office Location- Sector 28, Gurgaon (Adjacent to Sikanderpur Metro Station)

Work timings- 10:30 AM to 8:30 PM, Monday to Friday and 2 alternate Saturdays.

Please find attached JD for more information.

LAST DATE FOR REGISTRATION IS 4th June 2024, 11:00 AM.

(Dr. Nisha Singh)
Training and Placement Officer
CCGPC, GGS IP University



Business Development Representative

Gurgaon

OUR STORY:

Novatr is leading the charge in closing the digital gap in the AEC (Architecture, Engineering, and Construction) Industry. Our founders are architects and engineers working towards revolutionising the world's second-largest industry. Backed by investors like Y Combinator, we dream big and work hard. We are innovators, tech enthusiasts, and changemakers, looking to marry tech-first learning with a traditionally manual industry. Why? Because the world needs bold solutions and bold people to make things happen. Our mission is to accelerate the adoption of technology in the evolving AEC (Architecture Engineering and Construction) industry by upskilling individuals and teams in the latest technology advancements. We do this through technology first curriculum, project based learning, and career focused personal development.

ROLE:

We are looking for a Business Development Representative (Inside sales) who is passionate about sales. They should be able to take responsibility for nurturing, acquiring, growing, and strengthening higher education customers across the world. Most importantly, believe in their consultative approach, identifying the customers' needs and being able to marry off with the product offering/s. This role will offer you unfiltered insights, experience and problem-solving opportunities to create an impact at a high-growth stage Startup!

RESPONSIBILITIES:

- Build a relationship with the learners who contact Novatr, be their guiding hand, and familiarise them with the product, our vision, and the big picture.
- Understand learners' career needs and guide them with relevant information & convert them to admissions.

- Handle inbound calls and make outbound sales calls with follow-ups. Handle learner interactions and queries. Fix appointments and demo sessions daily.
- Provide timely and accurate responses to learners/parents.
- Need to complete daily KPIs with monthly targets through effective convincing and selling skills.

REQUIREMENTS:

- Want to move from the field of Architecture into Marketing or Sales
- Minimum 1 year of relevant experience.
- Curious and self-motivated to learn, always improving yourself and the team around you.
- Empathizing with the users to provide them with an intuitive experience and have consumer sensibilities.
- Be enthusiastic and relentless in achieving and exceeding targets, drive sales, close admissions, and be customer (learner) success-driven
- Content creation would be an added advantage. So would prior experience in the education/social projects arena.

WORKING AT NOVATR:

- Embrace a dynamic, youthful team culture, fostering creativity and innovation.
- Collaborate with visionary entrepreneurs, driving forward-thinking initiatives.
- Engage in challenging tasks with high product ownership, ensuring personal growth and skill enhancement.
- Enjoy competitive compensation and rewarding incentives, acknowledging your dedication and achievements.
- Access health insurance coverage, prioritising your well-being and security.
- Witness and contribute to the remarkable growth journey of Novatr, from 5X to 500X.

Join an adventure like no other at Novatr!