

RAMANUJAN COLLEGE
Accredited Grade 'A++ (3.71)' by NAAC
(University of Delhi)
C.R. Park Main Road, Block H,
Kalkaji, New Delhi-110 019
ISO 9001:2008 Certified Organisation



रामानुजन महाविद्यालय
नैक द्वारा मान्यता प्राप्त ग्रेड ए++ (३.७१)
(दिल्ली विश्वविद्यालय)
सी आर पार्क, मुख्य सड़क, ब्लॉक एच,
कालकाजी, नई दिल्ली- ११००१९
आई एस ओ ९००१:२००८ प्रमाणित संगठन

NOTICE
PLACEMENT & CAREER DEVELOPMENT CELL
MyCaptain
Placement Notice

Date- 26th October 2023

Notice No: 231033

About the Company

MyCaptain is an Education Startup that helps students discover and pursue their passions through MyCaptain and large city-wide Youth fests, summits, and boot camps. With a focus on the fields of Marketing, Design, and Content, MyCaptain has trained over 120,000 learners and has enabled them to become writers, designers, and marketers. MyCaptain 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.

Website: www.mycaptain.in

Profile: Business Operation Executive

Eligibility: All Courses | 2024 Batch

CTC: INR 5LPA (INR 3.45LPA Fixed, INR 1.55LPA Variable)

Job Location: Bangalore

Roles and responsibilities:

- 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!
- 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, and competitions and build tons, for brilliant learning experiences. You will play a pivotal role in organizing, conducting, and managing such partnerships and collaborations.
- Effective follow-up with inbound and outbound lead calls, making presentations of prospects, and closing sales.
- Market research is an essential part of your recruiting and training of 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.

RAMANUJAN COLLEGE

Accredited Grade 'A++ (3.71)' by NAAC
(University of Delhi)
C.R. Park Main Road, Block H,
Kalkaji, New Delhi-110 019
ISO 9001:2008 Certified Organisation



रामानुजन महाविद्यालय

नैक द्वारा मान्यता प्राप्त ग्रेड ए++ (३.७१)
(दिल्ली विश्वविद्यालय)
सी आर पार्क, मुख्य सड़क, ब्लॉक एच,
कालकाजी, नई दिल्ली- ११००१९
आई एस ओ ९००१:२००८ प्रमाणित संगठन

- 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.
- Continuous improvement on conversion rates by fine-tuning sales pitches, cross selling, upselling, and understanding prospect-product fit.

Skills and Competencies required:

- Excellent communication skills
- Interpersonal skills and ability to build rapport with clients
- Good listening and problem-solving skills
- Time management skills
- Critical thinking skills
- Ability to identify potential leads
- Send campaigns and schedule appointments with interested parties
- Sales negotiation skills
- Continuous follow-ups with multiple collaborators
- Strong knowledge of social media platforms
- Knowledge of research and strategy
- Knowledge of sales management, marketing, strategic management, and business planning

Note:

Selection Procedure:

1. Job Application Form- Primary Shortlisting
2. Business Round (One on One).
3. HR Interview (One on One).

Apply at: <https://forms.gle/Vzc8nFfsWDTJVe2r9>

Last Date to Register: 28th October 2023

In case of any queries, please contact [Aarush](#) Placement Co-Ordinator).

Note: If you are applying for this Placement/Internship Drive, then it is compulsory for you to attend the interview session, if not then you will be **BLACKLISTED**, and won't be able to appear for any further Placement Drives. We at Placement and Career Development Cell work hard to invite companies at the campus to recruit students, but with this behaviour, companies deny to connect with us in further drives.

If your issue is genuine, mail us at placement@ramanujan.du.ac.in explaining why you didn't attend the session.

If your reason would be genuine your name will be withdrawn from the BLACKLIST.