

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
Campalin
Internship with PPO Notice

Date- 13th August 2023

Notice No: 230813

About the Company

Campalin is the India's Best Online bootcamp and one of the best leading organization in the e-learning industries led by young and dynamic 24 year old millennial entrepreneur,

We work with companies and Individuals to meet their specific needs, providing training and coaching to help working professionals and non-working students to achieve their professional career goals. Campalin is providing top notch content to clients all over India.

Website: <https://campalin.com/>

Profile: Business Development Trainee

Eligibility: All courses | All Years & Passout

Stipend: INR 15,000 + 10,000 (Incentives)

- **For PPO:** 4-6 LPA

Job Location: Bangalore

Duration: 3 Months

Roles and responsibilities:

- Generating pipeline via researching for brands and clients in our target audience
- Plan and execute outbound and inbound sales strategies.
- Extensive cold calling (leads are provided) and sometimes lead generation is required
- Getting on product demos, taking regular follow-ups, and converting prospects to customers
- Serve as the first point of contact to prospective clients during the sales and onboarding process.
- Serve as subject matter expert on the company's value proposition while striving to understand and address prospective client's needs.

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- Be involved in every stage of business development and sales cycle from prospecting to giving demos and closing deals.
- Meet and exceed sales goals with set KPIs for calls, meetings, proposals, opportunities won/lost.
- Listen intently to the market and customer to ensure our messaging and product features are best in class.
- Work in collaboration with the client, product and technical teams to delight customers.

Skills and Competencies required:

- Excellent verbal and written communication skills, including facilitation of group presentations
- Proficiency in Microsoft Office applications, including Outlook, Word, Excel, PowerPoint and Access and industry-specific analysis software
- Basic understanding of the industry, with the ability to become a subject matter expert on the job
- Innovation and problem-solving skills that include the ability to develop
- Propose equipment-based solutions for clients
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills

Note:

- Opportunity to get PPO

Apply at: <https://forms.gle/HeRh9ZD4DpmG8qND8>

Last Date to Register: 15th August 2023

In case of any queries, please contact [Khushi Gupta](#) (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.