

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
Intellipaat Software Solutions
Placement Notice

Date- 18th December 2023

Notice No: 231210

About the Company

Intellipaat is the leading global online professional training 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. We are offering some of the most updated, industry-designed certification training programs which includes courses in Big Data, Data Science, Artificial Intelligence and 150 other top trending technologies. We help professionals make the right career decisions, choose the trainers with over a decade of industry experience, provide extensive hands-on projects, rigorously evaluate learner progress and offer industry-recognized certifications. We also assist corporate clients to upskill their workforce and keep them in sync with the changing technology and digital landscape.

Website: www.intellipaat.com

Profile: Business Development Trainee/Associate

Eligibility: All Courses | 2024 Batch

CTC: INR 7.25 LPA (3,62,400 Fixed + 3,62,600 Performance Based)

Job Location: 6th Floor, Primeco Towers, Arekere Gate Junction, Bannerghatta Main Road, Bengaluru, Karnataka 560076

Roles and responsibilities:

- 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.

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- 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 and Competencies required:

- 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

Note: INR 22K in hand salary for the training period of 6 months during this six months period you can earn the Performance Based Incentives up to INR15K.

Apply at: <https://forms.gle/Wv5RN5Q8BiSYvFof6>

Last Date to Register: 20th December, 2023

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