

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
Leverage Edu
Placement Notice

Date- 10th September 2023

Notice No: 230903

About the Company

At Leverage Edu, we are democratizing access to college for students globally. We are helping students get to their dream universities abroad and make the right career choices with the aid of information and technology that they can trust, thereby opening doors to opportunities they could not access without proper guidance and support. Making sense of the complex web of courses, colleges, careers, and geographies is challenging. By leveraging technology but connecting with students at a personal level, we help them maximize their potential.

To build towards this goal, we are looking for top-performing leaders with the ambition and hustle to make the world a smaller place and get students closer to their dream opportunities. We are building at a breakneck speed in one of the fastest growing industries in the world, & the growth opportunities are limitless.

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

Profile: Business Development Associate

Eligibility: Bcom, Bcom (H), BMS | 2023 Batch

CTC: 6.6LPA(3 LPA Variable)

Job Location: Noida Sec-126

Roles and responsibilities:

- Identify and develop strategic relationships with potential customers
- Develop a strong pipeline of new customers through direct or indirect customer contact and prospecting
- Monitor and analyze pipeline to review performance & optimize accordingly to ensure objectives are met
- Maintain strong follow-ups and regular feedback calls

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

- Create lead engagement plans and strategy
- Study the details of each offering & stay abreast of updates to these offerings
- Proactively connect with leads while ensuring consistent follow-ups, low Turn-Around-Time (TAT), and increased connectivity with multiple attempts
- Update and create tailored client proposals and negotiate further to close the deals
- Build cross-discipline relationships in the organization, partnering closely with the growth and marketing team, providing feedback and insights

Skills and Competencies required:

- Keen interest in education & innovation along with an acumen for sales
- Inherent ability to position, market, and sell an idea or product

Note:

Selection Procedure

- Round 1: Personal Interview - 1(Virtual)
- Round 2: Personal Interview - 2(Virtual)

Apply at: <https://forms.gle/LwH7XsgT1uk3empA7>

Last Date to Register: 12th September 2023

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