

### **About the company:**

**Jaro Toppscholars** is India's leading Ed-tech company. With its content meticulously designed and developed under the supervision of excellent teachers, Toppscholars aims at providing personalized learning, easy to understand concepts, mock tests etc. for the smarter generation.

Jaro Toppscholars is powered by Jaro Education which is a leading organization in online education; having 18 offices in India and a staff strength of over 1000+ employees. We have enrolled over 1.5 lakh working professionals. The group turnover is 58 crores with a profit of 17 crores annually.

### **Designation: Trainee - Career Development**

#### **Eligibility criteria:**

1. BE/BTech/BCA/BSc (Any Specialization) 2020 Batch
2. MBA - General/Marketing/International Business/Retail 2020 batch with graduation in BE/BTech/BCA/BSc mandatory
3. MCA/MSc/MTech (Any Specialization) 2020 Batch

#### **Job Description:**

- Identify opportunities through Web interaction, Telecalling, marketing events & advertisements.
- Validate and manage the leads generated through above mentioned activities.
- Record and maintain the quality of leads and ensure progression of leads from identification to closure.
- Maintain a quality pipeline by targeting the right set of audience and weekly closure by continuous follow-up.
- Provide counselling to students and help them choosing the right learning module.
- Willing to travel within city limits & convince the customers (i.e. parents) to purchase Toppscholars learning app to improve their children's quality of education and academic result.
- Ensure end-to-end delivery and sustain the given targets.

**Compensation:**

Students would be hired as a Trainee for a period of 3 months and offered a salary of INR. 32000 (Fixed) + Incentives

Based on their good performance (achieving or exceeding the target set for the first 3 months); with effect from 4th month they would be designated as a Career Development Executive and their salary would be revised as below:

	<b>Per Month</b>	<b>Per Annum</b>
Fixed	58,500	7,02,000
Performance cum continuity Bonus	16,668	2,00,000
Incentives	25,000	3,00,000
<b>Total</b>	<b>INR. 1,00,168</b>	<b>INR. 12,02,000</b>

**Job Location:** PAN India - First 6 months in Mumbai, later the student would be transferred to their desired location across India (basis their choice).

**We are also offering Internship for the above profile.**

Stipend - INR. 18,000 - 20,000 per month + Incentives

Minimum 45 days internship mandatory.