****

**QUANTUM UNIVERSITY**

**Mandawar (22 Km Milestone), Roorkee – Dehradun Highway (NH 73)**

**ROORKEE – 247 662**

**NOTICE**

**Department of Training & Placements**

Dated: 31.05.2021

UpGrad Will be conducting placement drive for Any Graduate/PG 2021 students of Quantum University, Roorkee.

**Registration Link :-** <https://docs.google.com/forms/d/e/1FAIpQLSdvp15qIDwuGXCNq8VvvB9PqDuFSbifBI0AiKne42MnEdhMQQ/viewform?vc=0&c=0&w=1&flr=0>

Details are as follows.

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| --- | --- |
| Company Name | UpGrad |
| Company Website | <https://www.upgrad.com/> |
| About Company | upGrad is an online education platform building the careers of tomorrow by offering the most industry-relevant programs in an immersive learning experience. Our mission is to create a new digital-first learning experience to deliver tangible career impact to individuals at scale. |
| Requirement | The role would require you to contact potential customers via phone call, building rapport using interpersonal skills, pitching the product, negotiating, closing the sales and post sales relationship management.  Maintaining a detailed database on the CRM of all the interactions with the leads to optimize lead closure.  Must be comfortable in dialing 100 calls and ensuring minimum 2 hours talk-time per day. This is a premium entry level job. The candidate’s goal must be to build thepipeline to close with the sales cycle.  Must Have: Excellent and Effective communication skills, highly energetic and enthusiastic, Good interpersonal and presentation skills, ability to approach any situation with patience and very strong empathy  Good to have: Familiar with Sales Management software and CRM. |
| Eligibility Criteria | Any Graduate/PG 2021 Passout |
| Designation | Sales Trainee |
| Package Offered | Stipend during training (per month): INR 25000/-  CTC post successful completion of training: 4 LPA (fixed) + (4 LPA incentives As per Perfomance ) |
| Mandatory Documents | Please note, whoever is applying for the role, they must have the following  1) PAN Card  2) Aadhar Card  3) Completed College Degree/ Graduation/ Provisional Certificate |
| Selection Procedure | Screening process –  • Stage 1: CV Shortlisting  • Stage 2: HR Round (Telephonic Interview)  • Stage 2: Business Round (Video call Interview) |
| Job Location | Mumbai, Noida, Bangalore, Hyderabad |
| Recruitment Date | After registration |
| Reporting Time | 9.00 AM |
| Venue | Online |