



University of Lucknow
लखनऊ विश्वविद्यालय

प्रो. संजय मेधावी, निदेशक
केन्द्रीय प्लेसमेंट सेल
Prof. Sanjay Medhavi, Director
Central Placement Cell (CPC)



लखनऊ विश्वविद्यालय
लखनऊ 226007(उ.प्र.)भारत
University of Lucknow
Lucknow-226007(U.P)INDIA

Date: 04-03-2022

Final Placement in UpGrad as Sales Executive

UpGrad an online education platform is hiring for Sales Executives. All Graduate and Post Graduate final year students desiring to apply may apply on the following link:

<https://forms.gle/dANoj23gL9FEGLRK8>

The details are attached below:

upGrad

Position	Associate Admission Counsellor	Job Location	Mumbai, Noida, Hyderabad
Qualification	Any Graduate/PG	CTC	Post Graduate: 4LPA (Fixed) + 4 LPA (Variable) Under Graduate: 3.5LPA(fixed)+ 4 LPA(Variable)

Company Overview	About Us
	<p>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. upGrad currently offers programs in Data Science, Machine Learning, Product Management, Digital Marketing, and Entrepreneurship, etc. upGrad is looking for people passionate about management and education to help design learning programs for working professionals to stay sharp and stay relevant and help build the careers of tomorrow.</p> <ul style="list-style-type: none">• upGrad was awarded the Best Tech for Education by IAMAI for 2018-19• upGrad was also ranked as one of the LinkedIn Top Startups 2018: The 25 most sought-after startups in India• upGrad was earlier selected as one of the top ten most innovative companies in India by FastCompany.• We were also covered by the Financial Times along with other disruptors in Ed-Tech• upGrad is the official education partner for Government of India - Startup India program• Our program with IIIT B has been ranked #1 program in the country in the domain of Artificial Intelligence and Machine Learning

Job Description	<u>Role Summary</u> Individual with outstanding English communication skills (written and verbal), interpersonal and presentation skills. We are looking out for candidates who can handle pressure, in a highly revenue/number driven culture and the responsibility lies on your shoulder.
	<u>Roles & Responsibilities</u> <ul style="list-style-type: none">• Being a mentor and guide, who potential learners can look up to for career advice.• Counselling potential learners, helping them plan their career path and understanding how upGrad can catalyse their career.• Carrying weekly enrollment/revenue and collection targets.• Establishing the uniqueness and effectiveness of upGrad's model of online/blended learning.• Owning the complete sales closing life cycle for leads assigned to you. This includes making phone/video calls, product demonstration, sales closing and post-sales relationship management.• Maintaining a detailed database of all the interactions on the CRM with the leads and providing constant feedback to the marketing team on lead quality.• Minimum of 100+ Dials every day with 40+ Connects.• 2 hours of talk time on an average per day & 1 Video Session• 2 enrolled students per week.• Weekly revenue targets to be met consistently. <u>Work Location & Working Days</u> <ul style="list-style-type: none">• Mandatory Work from Office Role from Day 1• Tuesday – Sunday Cycle (Monday Week Off)

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Screening Process

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

Screening process –

- Stage 1: Registration through google forms provided by upGrad
- Stage 2: Round 1 – Group Discussion
- Stage 2: Business Round (Video call Interview)