

Campus Recruitment

Work From Home

The 10X Academy have shown interest for possible recruitment of WBSU students

Eligibility

WBSU students who are expecting to complete MA/MSc/MCom in 2022

How to Apply

Send your CV (one page) at placement.wbsu@gmail.com

Last Date: 04/09/2022. Positions are declared below.

1. Telecaller Executive

Salary - 8,000 per month

Job Description -

Purpose - We are searching for an engaged telecaller to boost sales by reaching out to current and possible clients. To this end, the telecaller will be required to obtain lists of individuals' information, and to source data for additional members of the target audience. You should also jot down important notes during conversations to facilitate follow-ups by our staff. To be successful as a telecaller, you should be able to convince even the toughest of individuals to purchase our offerings. A remarkable telecaller will suggest ways in which clients' feedback can be utilized to improve our services.

Knowledge, Skills, and Abilities

- Prior experience as a telecaller or similar.
- Completion of a sales-related training program is preferred.
- Computer literate.
- Exposure to diverse viewpoints, cultural norms, and experiences.
- Superb verbal communication.
- Ability to switch your communication style on a whim.
- Superb interpersonal, research, and record-keeping skills.
- Capacity to receive critique without internalizing it.

Key Responsibilities

- Studying the details of each offering and remaining abreast of updates to these offerings.
- Obtaining and updating lists of individuals' contact details.
- Calling active and budding clients to encourage the purchase of items.
- Addressing clients' uncertainties, grievances, and suggestions on time.
- Noting important details of each conversation.
- Communicating verbal acceptances of offers to our sales team for closing.
- Recording all successful and unsuccessful attempts to close sales.
- Attending regular team meetings to clarify progress and performance-related expectations.
- Conducting each of your functions with the utmost respect, regardless of others' dispositions.
- Enter and update customer information in the database
- Take and process orders in an accurate manner
- Handle grievances to preserve the company's reputation
- Go the "extra mile" to meet sales quota and facilitate future sales

2. Student Success Manager

Salary - 10,000 per month

Job Description -

Purpose: The student success manager requires a pleasant personality to work as counsellor for young students and help them understand the importance of navigating a career and is responsible for advising, student success, retention and graduation of students.

Knowledge, Skills, and Abilities:

- Ability to conceptualize, organize, direct and successfully execute multiple project planning processes simultaneously.
- Self-directed and imaginative in accomplishing objectives through tested methods but also demonstrating a willingness to innovate and take new approaches.
- Proven experience in completing and balancing multiple work projects
- Ability to provide exceptional student service
- Ability to work effectively both independently and cooperatively as a member of a team.
- Exhibit professionalism and integrity through excellent verbal and written communication skills
- Demonstrates sensitivity to multicultural, socioeconomic, and regional differences among students and staff from diverse backgrounds.
- Leading partnerships to facilitate change and promote action.
- Ability to lead an institution-wide collaborative work group through the process of enhancing and/or changing a service.

Key Responsibilities

Direct partnerships with academic departments to provide comprehensive advising, student services, and student support for online programs and online students.

Coordinate all services provided to current students admitted

Maximize the responsible for Bridging The Gap Between The Students And The Company

Remain current in knowledge and understanding of company concepts

Train, mentor, and directly supervise Senior Student Success Advisor(s), Student Success Advisor(s) and Student Success Coach(es) who work with students admitted

Works with the supervisor to develop a professional development plan with annual goals to accomplish the plan.

3. Business Development Executive

Salary - 20,000 - 25,000 per month

Job description -

Purpose - This Role Will Need To Develop A Healthy Knowledge Of The Business Offerings, Services And Products. To excel in this role you should be an active listener, have a compelling sales personality, and a hunger to chase and close new business from cold calls and inbound warm leads.

Key Responsibilities

- Contacting potential clients to establish rapport and arrange meetings.
- Develop new leads by doing cold calling to candidates
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and events.
- Developing quotes and proposals.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills
- Develop strategies and positions by analyzing new-venture integration
- Assist in the coordination and implementation of marketing strategies, and delegate tasks to achieve strategic goals

Knowledge and Skills:

Bachelor's degree in business, marketing or related field.

Experience in sales, marketing or related fields.

Strong communication skills and IT fluency.

Ability to manage complex projects and multi-task.

Excellent organizational skills.

Ability to flourish with minimal guidance, be proactive, and handle uncertainty.

Proficient in Word, Excel, Outlook, and PowerPoint.

Comfortable using a computer for various tasks.

4. Data Entry Operator

Salary - 10,000 - 12,000 per month

A typical CV is provided in the next page

Typical CV

Application for job at 'The 10X Academy' through WBSU Placement cell

- 1. Name :
- 2. Mobile Number :
- 3. e-mail ID :
- 4. MSc/MA/Com in:
- 5. Age :
- 6. Address :

Photo
(Not mandatory)

Gender:

7. Position(s) Interested :
(See advertisement for details)

8. Language proficiencies:

9. Skill Set :

10. Anything you like to mention:

11. Educational Qualifications:

12. Any other qualification:

I, hereby declare that the above information is true and typed/written by me.