



TRAINING & PLACEMENT CELL

SPIIN/2023-24/PLACEMENT/36

4/1/2025

CIRCULAR

It is informed to IV-year B.Tech 2025 passing out, the Training & Placement Department is organizing "SMARTED" Campus Drive on 6th Jan 2025. All the Unplaced PIS 2025 Passing outs must attend the drive without fail.

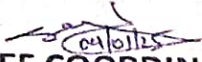
Venue:

Date : 6th Jan 2025, 9.00 A.M.

Venue : MV Block First Floor, New Seminar Hall.

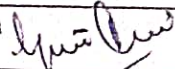
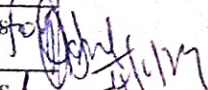
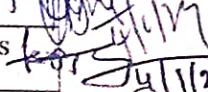
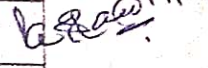
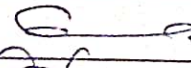
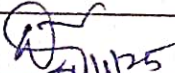
Note:

1. Formal Attire with Well-groomed.
2. Carry a set of Resume, Pen, and College ID card.


CHIEF COORDINATOR


PRINCIPAL

Copy to: -

THE SECRETARY	For the Information
IQAC-CHIEF COORDINATOR	For the Information 
HOD CSE - AIML	For circulating among their students 
HOD CSE - DATA SCIENCE	For circulating among their students 
HOD CSE - CYBER SECURITY	For circulating among their students 
HOD CSE	For the Information 
COE / EXAM BRANCH	For the Information 



JOB DESCRIPTION


About Us:

SmartED is an edtech platform dedicated to bridging the gap between formal education and the dynamic demands of the industry. We offer students internships, professional training programs, career guidance, and mentorship, all designed to prepare them for the careers of tomorrow. At SmartED, we believe everyone should have the chance to advance through technology and develop essential future-ready skills. Our platform features assessments, tailored learning paths, and courses created by industry experts, enabling individuals to benchmark their expertise across various roles. Our mission is to train the global workforce for future careers by partnering with leading technology companies. By understanding how technology is transforming industries, we teach the critical tech skills that employers are seeking.

Job Designation: Business Growth Specialist

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.
- ◆ Ongoing monitoring and analysis of pipeline to review performance & optimise accordingly to ensure objectives are met.
- ◆ Maintaining strong follow-ups and regular feedback calls. Creating lead engagement plans and strategy.
- ◆ Studying the details of each offering and remaining abreast of updates to these offerings.
- ◆ Efficient and effective lead utilisation with 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 Building cross-discipline relationships in the organisation, partnering closely with the growth and marketing team, providing feedback and insights.


4th floor, K S Arcade, HSR Fly Over, opposite to
Blinkit, Sector 6, HSR Layout, Bengaluru, Karnataka
560102 CIN- U85307AP2023PTC111629


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Skills Preferred:

- ♦ Excellent verbal and spoken communication skills (Preferably English).
- ♦ Ability to persuade and negotiate.
- ♦ Ability to work in a team.
- ♦ Self- motivated and able to handle pressure.
- ♦ Fast-learner, keen on details, and self-motivated.

Eligibility Criteria:

- ♦ All graduates and post-graduates are eligible.

Interview Rounds:

- ♦ Group Discussion
- ♦ Personal Interview (PI)

Compensation:

Training period- 15K + 10K (subjected to statutory deduction)

CTC : 4LPA to 6LPA

Probation (Training period) of 3 months and full time job role based on performance.

Contact :

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HR EXECUTIVE

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LIFE AT SMARTED

Life at SmartED is dynamic and fast-paced. Employees often wear multiple hats, tackling The environment fosters innovation, creativity, and collaboration, with a strong focus on growth and adaptability. Flexibility, long hours, and a hands-on approach are common, offering a unique opportunity to make a significant impact and grow with the company.



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