

jaro education

Company Profile - Jaro Education is India's most trusted online higher - education company. Founded in the year 2009 by Dr. Sanjay Salunkhe, we are self - funded & profitable since our inception. Jaro Education has been the first - mover & a pioneer in the executive & online - education industry.

Website - www.jaroeducation.com

Awards & Accolades -



Academic Partners -

- IIM Ahmedabad.
- IIM Kozhikode.
- IIM Mumbai.
- IIM Indore.
- IIT Madras.
- IIT Delhi.
- IIT Roorkee.
- IIT Guwahati.
- Wharton Interactive School (University Of Pennsylvania).
- Rotman School Of Management.
- Swiss School Of Management.
- Amrita University.
- XLRI - Xavier Institute Of Management.
- Symbiosis School For Online & Digital Learning.
- Manipal University.
- Bharti Vidyapeeth University & many more ...

Department - Sales (Career Development).

Designation - Graduate Trainee / Management Trainee (basis - educational qualification).

Role & Responsibilities -

- By connecting each day with a minimum of 80 working professionals - our primary target audience, from the database / leads present on the lead - squared CRM software, you are expected to create a pool of genuine prospects.
- At this point, identifying the need for up - skilling depending on the customer's area of interest becomes imperative, so as to ensure a better conversion rate.
- Moreover, providing prospective customers with a detailed information about the programs being offered, through telephonic / video - counselling or an in - person meeting, further helps in creating a strong pipeline for the days ahead.
- Basically, you are responsible for ensuring daily deliverables are successfully met alongside weekly / monthly enrolment targets.
- As observed, this is an 'End - to - End Sales' role wherein, you initiate conversations with a cold - calling activity & eventually, lead it towards final closures.

Working Days - Monday to Saturday (Sunday weekly - off).

Office Timings - 10:00 a. m. to 7:00 p. m.

Dress Code -

- Monday to Friday - Business - formals.
- Saturday - Smart - casuals.

Remuneration Structure (Zone 1) -

Locations*	Mumbai, Pune, Bengaluru, Hyderabad, Chennai & Gurugram	
Category	Graduates	Post - Graduates
Fixed Component	Rs. 40,000 to Rs. 50,000	Rs. 50,000 to Rs. 60,000
Additional House - Rent Allowance**	Rs. 5,000	Rs. 5,000
Performance - cum - Continuity Bonus	Rs. 3,500	Rs. 4,500
Monthly Incentives	Rs. 10,000	Rs. 15,000
Travel Reimbursement	Rs. 3,000	Rs. 3,000
Total (Monthly)	Rs. 61,500 to Rs. 71,500	Rs. 77,500 to Rs. 87,500
Total (Annual C. T. C.)	Rs. 7,38,000 to Rs. 8,58,000	Rs. 9,30,000 to Rs. 10,50,000

(Zone 2) -

Locations*	Lucknow, Chandigarh, Jaipur, Ahmedabad & Kochi	
Category	Graduates	Post - Graduates
Fixed Component	Rs. 30,000	Rs. 40,000
Performance - cum - Continuity Bonus	Rs. 3,500	Rs. 4,500
Monthly Incentives	Rs. 10,000	Rs. 15,000
Travel Reimbursement	Rs. 3,000	Rs. 3,000
Total (Monthly)	Rs. 46,500	Rs. 62,500
Total (Annual C. T. C.)	Rs. 5,58,000	Rs. 7,50,000

***Candidates can choose upto 3 preferred job locations. However, basis - requirements the final job location will be allocated accordingly.**

****Additional 'House - Rent Allowance' is provided only upon relocation to Mumbai. Candidates currently residing in Mumbai are not entitled to this component.**