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

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Placement opportunities at Codeyoung

Started by two passionate and visionary IIT graduates, with the vision to make every kid in the world to be problem solvers, creative leaders, and innovators for the future. Our aim is to channel and give purpose to the inquisitive and creative young minds by helping them discover and understand technology in the most organic manner while also being active contributors in developing technology rather than just being passive consumers. We offer coding courses to kids from Class 1st - Class 10th. Each module has a tangible project and the child is always actively "building" rather than passively learning. We want every kid in the world to code!

Job Details: are attached below

Compensation: The first 2 months will be the probation/training period with the salary of INR 15000/month, post that, based on the performance CTC will range from INR 7 LPA (4 fixed + 3 variable)

Please note : The applicants will be extended full-time employment offer only after successful performance during their probation/training period.

Perks of working with Codeyoung :

- Performance appraisal is done for every 3 months (salary hike and promotion based on the performance)

- Very high career growth prospects

Requirements:

* good at problem-solving

* learning attitude

* fast learner

* adaptable and willing to take up challenges

* never give up attitude

* Need to have very good English speaking skills.

Please note :

- This is a work from Office - Bangalore

- We are open to hiring people from MBA/B.tech or smart students from other courses.

Interested students may share their details on the following link:

https://docs.google.com/forms/d/e/1FAIpQLSc12QDzeMWY1wsF6K_rAYDt2tGIBufAHhk6zHODxOxe58HX-A/viewform?usp=sf_link

About Codeyoung:

Started by two passionate and visionary IIT graduates, with the vision to make every kid in the world to be problem solvers, creative leaders and innovators for the future*. Our aim is to channelize and give purpose to the inquisitive and creative young minds by helping them discover and understand technology in the most organic manner while also being active contributors in developing technology than just being passive consumers.*

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Inside Sales Executive

Job brief

We are looking for a motivated and well-spoken Inside Sales Representative to join our sales team. The Inside Sales Executive will be responsible for developing new leads, communicating with customers, understanding their needs, and ensuring a smooth sales process. You should be able to close sales, meet targets and thrive in a quick sales cycle environment.

What does an Inside Sales Executive do?

An inside sales executive will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making dozens of calls per day, generating interest, qualifying prospects and closing sales.

Responsibilities

- Communicating with customers, making outbound calls to potential customers, andfollowing up on leads.
- Understanding customers' needs and identifying sales opportunities.
- Answering potential customers' questions and sending additional information per email.
- Keeping up with product and service information and updates.
- Creating and maintaining a database of current and potential customers.
- Explaining and demonstrating features of products and services.
- Researching and qualifying new leads.
- Closing sales and achieving sales targets.

Requirements

- Track record of over-achieving quota
- Previous experience in an outbound call center or a related sales position preferred.
- Excellent phone and cold calling skills.
- Exceptional customer service skills.
- Strong listening and sales skills.

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- Strong phone presence
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively

Perks of working with us:

- Work in a fast-growing learning environment.
- Good Growth Opportunities.
- An interesting and challenging work environment.
- Control over the role
- Diverse Responsibilities
- Freedom to explore, acquire and hone different skills and roles within the organization