



Visvesvaraya Technological University
"Jnana Sangama", Belagavi-590018 Karnataka



Ref: CPC Drive – 2018/ 98

Date: 22nd June 2018

The graphic features a light blue background with a dark blue box on the left containing the text: "Opening for MBA and BBA/BBM 2017 PASSED OUT & 2018 PASSING OUT ONLY". To the right, the VTU Campus 2 Career CPC logo is displayed above the text "Supports the* Recruitment drive For". Below this text is the Emertxe logo, which consists of a stylized arrow pointing right with the word "EMERTXE" underneath. To the right of the text is a dark blue circle with the text "DRIVE 98".

Company Profile:

Emertxe Information Technologies Bangalore is a top of the line Finishing school and project consulting organization, specializing in Embedded Systems and IoT. We got established in the year 2003 and the first institute to be affiliated with National Skill Development Corporation (NSDC) and Electronics Sector Skills Council of India (ESSCI). We offer educational programs catering to engineering graduates, corporate and universities of domestic and global level. In project consulting area we work on end-to-end development of embedded systems and IoT based solutions. Deep Technical Expertise, Hands-on approach, Latest technology offerings backed by professional leadership makes Emertxe as a unique finishing school.

We are a fast growing organization in the hyper growing education industry in India and globally. In order to leverage and grow our organization further, we are looking forward to hire post graduate MBA students in the form of campus recruitment.

WEBSITE: <http://www.emertxe.com>

POSITION-1 (MBA)

Manager - Business Development

Job description

Career Path and Benefits for MBA:

- Excellent possibility to build your career in Marketing & Sales in high-tech education field
- Grow in a fast-track career to manage independent Profit & Loss (P&L) account in long term
- Company is fast making foray into new technologies like IoT and newer learning arenas like e-learning, where potential growth opportunities to be tapped further

Roles and Responsibilities:

- Take complete ownership of marketing actions (strategy & execution) - B2C and B2B Create QoQ marketing plan (region wise) and execute with targets
- Ability to generate leads from various promotional activities
- Ability to forge B2B / B2C partnerships in the education segment by working with student clusters, corporate organizations, online portals, universities and colleges

ACADEMIC ELIGIBILITY CRITERIA

Academic Eligibility Criteria:

MBA- 2017 passed out or 2018 passing out- no cut off percentage

SALARY: :

Compensation Components	Details	
	Per Month	Per Annum
Fixed Pay	22500	270000
Incentives - Variable pay	NA	60000
Staff welfare - Snack allowances	840	10080
Total CTC (Cost to Company) including all applicable statutory compliances (TDS, Professional Tax, Provident Fund...)		340080

POSITION-2 (BBM/BBA)

Business Development - Inbound Sales (Female Candidates Only)

Designation: Executive - Business Development

Job profile: The position of business development executive (inbound sales) is to perform all inbound sales activities - Lead management, Customer interaction, Counseling and converting them into actual customer. This position will have sales target in terms of QoQ revenue target. Aggressive sales attitude is required.

Qualification: BBA / BBM

Responsibilities:

- Take complete ownership of sales activities on a QoQ basis
- Follow-up on leads and convert them in terms of number of admissions
- Meet or exceed revenue expectations
- Interact with internal stakeholders and marketing team very closely on sales activities

Skill-set requirement:

- Excellent oral and written communication skills
- Proficiency in usage of office tools (MS office) is required
- Dynamic and energetic individual with perseverance to follow-up on leads

Compensation Components	Details	
	Per Month	Per Annum
Fixed Pay	16160	193920
Staff welfare - Snack allowances	840	10080
Total CTC (Cost to Company) including all applicable statutory compliances (TDS, Professional Tax, Provident Fund...)		204000

Terms & Conditions: 2 years of bond

SELECTION PROCESS:

Written test(Online) –Programming and Technical Aptitude

- Written test (Paper based, subjective answers) –Similar topics as above
- Face to Face technical interview
- Manager / HR interview

Last date for Registration is 04/07/2018

Registration Link to apply click on the below link

<https://goo.gl/forms/pFvhaBISgFOixajm2>

Venue and time will be published later in VTU website or via E-mail. Please provide correct email id.

VTU CPC wishes all the candidates a prosperous career ahead.....

*VTU CPC is only a platform to link the recruiter and the candidates. The candidates are advised to take maximum care in selecting the recruiter and terms & conditions of appointment. VTUCPC is not responsible for any lapses in the agreement between the candidate and there recruiter.

Dr. Binoy Mathew, Director, VTU-Centralized Placement Cell(CPC)
Email: placement@vtu.ac.in