



**Visvesvaraya Technological University**  
 “Jnana Sangama”, Belagavi-590018 Karnataka



**Ref: CPC Drive – 2020/14**

**Date: 1st Feb 2020**

<p><b>Opening for</b></p> <p><b>B.E/B.Tech/ ME/M.Tech/MCA /MBA (All Branches)</b></p> <p><b>Any UG/PG 2020 PASSING OUT 2019 &amp; 2018 Passed out</b></p> <p><b>Only Male candidates need to apply</b></p>	 <p><b>Supports the* Recruitment drive For</b></p>  <p><b>toppr</b></p> 
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**Company Profile:**

About Us

**Toppr** is one of the leading ed-tech platforms in India. Our vision is to effectively personalise education using technology. We are an extremely passionate team of engineers, educators, and designers – making consistent strides in product innovation to enhance our user engagement. We cater to the individual learning styles of candidates preparing for various school and board examinations, olympiads, and scholarship tests. Additionally, we enable preparation for engineering and medical entrance tests as competitive as JEE and NEET.

Toppr has recently raised **\$75 million** in a funding round led by education-focused investor **Kaizen Private Equity**, venture debt firm **Alteria Capital, Brand Capital** and existing investors and we are going to use these funds to scale up our Teams and we are inviting you to be a part of this journey. Toppr has grown over **50x** in the last 3 years and is poised to grow to **\$2 billion** in 5 years.

We, at **Toppr**, believe that talent is the greatest asset of our company and with the right people, we'll continue growing exponentially.

We have won multiple awards such as:

1. IAMAI India digital awards for educational website
2. Amazon mobility awards for emerging startup in education
3. Top 10 Hottest Startups - CB Insights 2015

Specialties:

Gamified and Adaptive Learning; Confluence of Data Science, Pedagogy and Design; Fast

## Career Development

Present in over 30 Cities, with an Employee Strength of ~1500 FTEs

Toppr LinkedIn | Toppr YouTube | Toppr Facebook | Toppr Blog

### Our Founders

1. Zishaan Hayath <https://www.linkedin.com/in/zishaan>
2. Hemanth Goteti <https://www.linkedin.com/in/hemanthgoteti>

### WEBSITE:

## POSITION

### Position: Academic Consultants

**ABOUT THE ROLE** : Toppr is looking for an Academic Consultant (AC) who is passionate about changing the way millions of children learn. He/she schedules and conducts structured counseling sessions. Through this session, the AC analyses a student's need for Toppr and helps him/her buy the subscription. ACs at Toppr are enthusiastic about bringing a change in the field of education. They take independent, well-informed decisions based on their insight into ground reality. So, if you love interacting with people, are extremely student-centric and are committed to spread personalized learning, then we are looking for you.

**WHY SHOULD YOU JOIN TOPPR** ● Weekly incentives: Opportunity to earn incentives on a weekly basis. Participate in regular contests and get a chance to win exciting prizes. ● Perks and bonuses: Earn 3x more than your fixed pay. We appreciate your efforts by providing exciting perks and bonuses tailored specifically for you. ● Custodian of a bright future: Create the right educational path for students. Help them overcome their obstacles to learning by using Toppr. ● As the business grows, you grow: We want Toppr to be built from within. We look at you as someone with the potential to become a future sales leader. ● Learn from the best: Learn from leaders whose teams have brought over 25x growth over the last 2 years.

**HOW YOU'LL RAMP**: By Week 2... ● Participate in Toppr's dynamic Classroom Training (CRT) where you'll get up-to-speed with Toppr's journey, mission, values, product and sales processes. ● Attend counseling sessions with your experienced team members to gain first-hand experience of the counseling process.

By Week 26... ● Post successful completion of CRT, join the field-sales team as a Trainee Academic Consultant in the On-Job-Training (OJT) phase ● Get continuous support from your sales leaders and experienced peers through regular training sessions and performance reviews ● Become an expert at understanding students' profiles and their problems through structured counseling sessions. Explain to students how Toppr's personalised learning app addresses their needs.

Post Week 26... ● Manage a portfolio of a large number of students. Watch the revenue you bring in make a widespread impact on Toppr's business. ● Coach and mentor your new team members and help them get up-to-speed with Toppr and its counseling process.

**WHO YOU ARE**: To be successful in this role, you'll need to have the following skills: ● Integrity: As an AC, we entrust you with our Customer Resource Management (CRM) tool and sensitive student-related data. We expect you to handle it with utmost responsibility and care. ● Empathy: Ability to approach any situation with patience and natural empathy. ● Drive: Enthusiasm and will to work relentlessly for achieving and exceeding business targets. ● Communication: Excellent communication skills in English and/or the regional language. ● Continual learning: Eagerness to learn and upgrade your product knowledge. Stay updated about the changes in the educational system.

## ACADEMIC ELIGIBILITY CRITERIA

<b>Educational Qualification</b>	All branches graduating/ post graduating out in 2020
<b>Experience</b>	No experience required (60% in XII exam required)
<b>Job Location</b>	Pan India

## **Salary:**

You will receive monetary, non-monetary benefits and the best career growth in the industry.

<b>Compensation &amp; Benefits</b>	3 LPA (for UG)/ 3.5 LPA (for PG) + Performance Incentives(upto 7LPA) + Travel Reimbursement + Mobile Allowance
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**The Compensation will revise to 5 LPA + 5 lakhs incentives after successful completion of 6 month probation period.**

### **Selection Process:**

- Process:
1. Pre-placement talk
  2. Group discussion
  3. Panel round
  4. Personal interview round
  5. Offer letter roll-out

The entire process will be a one day event.

## **Registration link to apply (Last date for Registration is 14/02/2020)**

<https://apply.workable.com/toppr/j/6259B1E315/apply/>

**All the Candidates are advised to register in the below VTU CPC link also only after registering in the above link**

<https://docs.google.com/forms/d/19YgLM-Pm2uHUm-nwLWOiHQr6Qi2ZGyMycJ98BchgZU0>

**Drive date and venue will be communicated to your registered email id. 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 their recruiter.

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