



**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](http://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 and 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

**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) -**

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

**(Zone 2) -**

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

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

\*\*Additional H. R. A. is provided only upon relocation to Mumbai. Candidates currently residing in Mumbai are not entitled to this component.