

## **QUALIFICATIONS & PROFILE**

- Bachelor's degree in any subject area. Preferably from the Engineering stream.
- Basic proficiency in MS Office Suite preferred. Candidates will be expected to have intermediate Excel proficiency.
- Ability to work collaboratively in a team and create an inclusive environment with people at all levels of the organisation.
- Effective communication skills: Counsellors should be able to speak, read and write Hindi and English fluently. Additional Indian languages will be an added bonus.

## **WHAT YOU WILL DO**

You will be the organisation face and the first point of contact for all prospective customers. Driving growth through the engagement of customers.

Your day to day responsibilities include:

- Building the business development funnel by tracking leads through the entire sales lifecycle.
- Making phone calls, organising product demos, negotiations to close deals and managing the post-sales relationships.
- Maintaining databases of all interactions with potential clients.
- Analysing datasets given to you to provide feedback to the marketing team for campaign optimisation.

## **WHO YOU WILL WORK WITH**

You will join as an associate and work closely with your manager and head of sales to meet your targets.

You will periodically liaise with the marketing team to give feedback on social media campaigns and SEO to optimise marketing spend.

You will also work closely with other stakeholders such as tech and product teams to organise demos and webinars.

## **ABOUT RISE WPU**

"RISE WPU" is a Maharashtra Institute of Technology World Peace University (MIT WPU) initiative. It is an exclusive online education platform where innovation meets global academic excellence.

At RISE WPU, we view ourselves as more than an education provider, and we believe we are a technological revolution for higher education and professional certification. Under the parentage of MIT World Peace University aim to promote an innovative, technology-first online campus set up with a mission to encourage and empower students across cities, strata and societies to be socially and culturally aware leaders of the world. We are here to transform and propel the fields of technology, medicine, artificial intelligence, advocacy, political studies and more, light years ahead.

Our core belief is that education is the first step to trigger any form of change - small or monumental, on an individual level or for the society, within one's nation or across the world. Stemming from this belief is our strong focus on making holistic education commonplace for students around the world.

### **APPLICATION**

To learn more, visit: [risewpu.com](https://risewpu.com)

To apply, send your updated CV with the position name in the subject line to [subhodeep.chatterjee@risewpu.com](mailto:subhodeep.chatterjee@risewpu.com)