Job Notification Form, IIT Delhi

Company Overview

Name:	Sumanyu Vyas
Website:	https://classplusapp.com/
Company Type:	Other (SaaS Startup)
Description:	Classplus is a super app for educators. It allows anyone to launch their teaching business on a mobile SaaS - host content, conduct tests, sell courses, manage student groups, and two dozen other services. Think of Zoom + Google Drive + MS Excel + WhatsApp + Payments + more in one single stack.

Job Details

Designation:	Revenue Manager
Type:	Consulting
Place of Posting:	Noida, Uttar Pradesh
Job Details:	As the Revenue Manager, you shall be responsible for driving the growth strategy and monetisation PnL of your client portfolio based on their teaching category. You shall be working as a Business Consultant to the assigned client portfolio.

Role & Responsibility:
- Understand the consumer inside-out, build data -driven insights, and translate them into lucrative business opportunities for our clients
- Responsible for meeting the top-line & bottom-line objectives for your category
- To work as a consultant to your client base, actively advising on Marketing/Content/Pricing strategies for revenue growth
- Actively work with the marketing team to launch new initiatives followed by a regular tracking on their effectiveness
- Build business cases and communicate data-driven learnings & insights to your target audiences
- Plan and implement growth programs within cohorts and proactively monitor progress, resolve issues and initiate appropriate corrective measures

Desired Skill Set :
- A multi tasker, critical thinker and a tactical executioner
- With a knack of finding innovative solutions to business problems
- Good communication and interpersonal skills
- Should be able to rally teams towards a common goal & troubleshoot to remove blockers for other team members
- Should be a problem solver with structured approach

Joining By:	1 June 2022

Salary Details

CTC:	1,000,000 INR Per Annum
Gross:	1,000,000 INR Per Annum
CTC Breakup:	Basic : ₹5,00,000 HRA : ₹2,00,000 LTA : ₹41,650 Special Allowance : ₹2,05,550 Food Coupon : ₹31,200 Provident Fund : ₹21,600
Perks / Bonus:	Monthly incentive structure based on KPI fulfillment (upto ₹3,60,000 per annum)

Selection Process

Resume Shortlist:	Yes
Written Test:	No
Online Test:	No
Group Discussion:	No
Medical Test:	No
Personal Interview:	Yes
No. of Rounds:	3
No. of Offers:	4

Eligibility

Recruiting PHDs:	No
Eligible Departments:	B.Tech in Biochemical Engineering & Biotechnology, B.Tech in Chemical Engineering, B.Tech in Civil Engineering, B.Tech in Computer Science & Engineering, B.Tech in Electrical Engineering, B.Tech in Electrical Engineering (Power and Automation), B.Tech in Engineering Physics, B.Tech in Engineering and Computational Mechanics, B.Tech in Materials Engineering, B.Tech in Mathematics & Computing, B.Tech in Mechanical Engineering, B.Tech in Production & Industrial Engineering, B.Tech in Textile Engineering, B.Tech and M.Tech in Biochemical Engg & Biotechnology, B.Tech and M.Tech in Chemical Engineering, B.Tech and M.Tech in Computer Science & Engineering, B.Tech and M.Tech in Mathematics & Computing, B.Tech in Civil Engineering and M.Tech in Geotechnical and Geoenvironmental Engineering, B.Tech in Civil Engineering and M.Tech in Water Resources Engineering, B.Tech in Mechanical Engineering and M.Tech in Thermal Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Civil Engineering and M.Tech in Structural Engineering, B.Tech in Civil Engineering and M.Tech in Construction Engineering & Management, B.Tech in Textile Engineering and M.Tech in

Engineering & Management, B.Tech in Textile Engineering and M.Tech in Computer Science & Engineering, B.Tech in Engineering Physics and M.Tech in Computer Science & Engineering, B.Tech in Chemical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Production & Industrial Engineering and M.Tech in Computer Science & Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Production & Industrial Engineering and M.Tech in Production Engineering