

Job Notification Form, IIT Delhi

Company Overview

Name: Testbook Edu. Solutions.
Website: www.testbook.com
Company Type: Other (NA)
Description: <https://testbook.com/about-us>

Job Details

Designation: Associate Business Manager

Type: Management

Place of Posting: Navi Mumbai

Job Details: Job Description
As Associate Business Manager, you will ensure the good health of the business. You will work closely with the CBO and Business Team to track, strategize and drive initiatives for the overall growth of the company.

Roles and Responsibilities

- Provide operational and business research analytics assistance to Chief Business Officer
- Create strategies and drive business initiatives/results through regional business teams
- Develop and manage a high performing processes to ensure healthy business and high productivity
- Measure and report performance of regional business units, and assess ROI & KPIs
- Reviewing budgetary information, interpreting financial data, monitoring expense reports, and performing a cost-benefit analysis.
- Managing day-to-day activities, analysing statistics and reading and writing reports.

An ideal candidate would have

- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Ability to drive the sales process end to end
- Strong business sense and industry expertise
- Excellent mentoring and people management skills

Joining By: 6 June 2022

Salary Details

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| CTC: | 1,200,000 INR Per Annum |
| Gross: | 778,400 INR Per Annum |
| CTC Breakup: | 8LPA (Fixed) + 1.5L (Annual Performance Bonus) + 2.5L Incentives |

Selection Process

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| Resume Shortlist: | Yes |
| Written Test: | No |
| Online Test: | Yes |
| Group Discussion: | No |
| Medical Test: | No |
| Personal Interview: | Yes |
| No. of Rounds: | 2/3 |
| No. of Offers: | 5 |

Eligibility

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| Recruiting PHDs: | No |
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| 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, M.Tech in Applied Optics, M.Tech in Atmospheric-Oceanic Science and Technology, M.Tech in Biomedical Engineering, M.Tech in Chemical Engineering, M.Tech in Communications Engineering, M.Tech in Computer Science & Engineering, M.Tech in Computer Technology, M.Tech in Construction Engineering & Management, M.Tech in Control & Automation, M.Tech in Energy & Environment Technologies and Management, M.Tech in Energy Studies, M.Tech in Engineering Analysis & Design, M.Tech in Environmental Engineering & Management, M.Tech in Fibre Science & Technology, M.Tech in Geotechnical and Geoenvironmental Engineering, M.Tech in Industrial Engineering, M.Tech in Industrial Tribology & Maintenance Engineering, M.Tech in Instrument Technology, M.Tech in Integrated Electronics & Circuits, M.Tech in Materials Engineering, M.Tech in Mechanical Design, M.Tech in Molecular Engineering: Chemical Synthesis & Analysis, M.Tech in Optoelectronics |
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& Optical Communication, M.Tech in Polymer Science & Technology, M.Tech in Polymer Science and Technology, M.Tech in Power Electronics, Electrical Machines & Drives, M.Tech in Power Systems, M.Tech in Production Engineering, M.Tech in Radio Frequency Design & Technology, M.Tech in Rock Engineering & Underground Structures, M.Tech in Solid State Materials, M.Tech in Structure Engineering, M.Tech in Telecommunication Technology & Management, M.Tech in Textile Chemical Processing, M.Tech in Textile Engineering, M.Tech in Thermal Engineering, M.Tech in Transportation Engineering, M.Tech in VLSI Design Tools & Technology, M.Tech in Water Resources Engineering, M.Sc in Chemistry, M.Sc in Cognitive Science, M.Sc in Economics, M.Sc in Mathematics, M.Sc in Physics, B.Tech in Civil Engineering and M.Tech in Geotechnical and Geoenvironmental 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 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, M.S.(R) in Applied Mechanics, M.S.(R) in Biochemical Engineering and Biotechnology, M.S.(R) in Biological Sciences, M.S.(R) in Telecommunication Technology and Management, M.S.(R) in Civil Engineering, M.S.(R) in Chemical Engineering, M.S.(R) in Computer Science & Engineering, M.S.(R) in Electrical Engineering, M.S.(R) in Sensors, Instrumentation and Cyber-physical System Engineering, M.S.(R) in Automotive Research and Tribology, M.S.(R) in VLSI Design Tools and Technology, M.S.(R) in Mechanical Engineering, M.S.(R) in Materials Science and Engineering, M.S.(R) in Information Technology, M.B.A. (General), M.B.A. (with focus on Management Systems), M.B.A. (with focus on Telecommunication Systems management), M.B.A. (with focus on Part Time), Master of Design in Industrial Design, Master of Design in Industrial Design, Post Graduate Diploma for Visionary Leadership in Manufacturing, B.Tech in Civil Engineering and M.Tech in Water Resources Engineering