

Company : Testbook
Company Name : www.testbook.com
Nature Of Business : Education
Designation : Associate Business Manager
Tentative Job Location : Navi Mumbai

Associate Business Manager
Testbook.com
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

- â— Provide operational and business research analytics assistance to Chief Business Officer
 - â— Create strategies and drive business initiatives/results through regional business teams
 - â— Develop and manage a high performing processes to ensure healthy business and high productivity
 - â— Measure and report performance of regional business units, and assess ROI & KPIs
 - â— Reviewing budgetary information, interpreting financial data, monitoring expense reports, and performing a cost-benefit analysis.
 - â— Managing day-to-day activities, analysing statistics and reading and writing reports.
- An ideal candidate would have
- â— Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
 - â— Ability to drive the sales process end to end
 - â— Strong business sense and industry expertise
 - â— Excellent mentoring and people management skills

Description :

About Company

Testbook.com is one of the leading online learning platforms, currently focussed on Engineering and Government Job Exams and with an eye to capture JEE, Medical, UPSC and international exams.

Testbook believes technology and data science will play a pivotal role in new age learning. We, as an EdTech platform, help students all across the country to learn, practice, analyse their performance, know their weaknesses/strengths and take better actions towards their exam

preparation. The fastest rising startup in the EdTech space, Testbook is poised to revolutionize the industry.

With a registered user base of over 90+ lakh students, 300+ crore questions solved on the WebApp and a knockout Android App, Testbook has raced to the front and is ideally placed to capture bigger markets.

Testbook is the perfect incubator for talent. You come, you learn, you conquer. You train under the best mentors and become an expert in your field in your own right. That being said, the flexibility in the projects you choose, how and when you work on them, what you want to add to them is respected in this startup. You are the sole master of your work. The IIT pedigree of the co-founders has attracted some of the brightest minds in the country to Testbook. A team that is quickly swelling in ranks, it now stands at 200+ in-house employees and hundreds of remote interns and freelancers.

	Program	AE	BSBE	CE	CHE	CSE	EE	ES	ME	MSE	PHY	CHM	MTH	ECO	DES	IME	CGS	HSS	EEM	MSP	NET	PSE	Stats
Eligibility :	BT	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	Yes	--	--	--	--	--	--	--	--	--	--	--	--	--
	BS	--	--	--	--	--	--	Yes	--	--	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--	--	--
	MT	No	No	No	No	No	No	No	No	No	--	--	--	--	--	No	--	--	No	No	No	No	--
	DoubleMajor	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--	--	--
	dual	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--	--	--
	dualB	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	--	--	Yes	--	Yes	Yes	--
	dualC	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--
	Mdes	--	--	--	--	--	--	--	--	--	--	--	--	--	No	--	--	--	--	--	--	--	--
	MBA	--	--	--	--	--	--	--	--	--	--	--	--	--	--	No	--	--	--	--	--	--	--
	Phd	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No
	MSc	--	--	--	--	--	--	--	--	--	No	No	No	--	--	--	--	--	--	--	--	--	No
	MSR	No	No	No	No	No	No	--	No	No	--	--	--	--	--	--	No	--	--	--	--	No	--

7 LPA

Cost to Company :

6 LPA Fixed

Package Details :

1 LPA Performance Variable

Bond :

False

CPI CutOff :

0.0

Medical Requirments :

Resume

Shortlist :	True
Resume Shortlist Criteria:	N/A
Aptitude Test:	True
Aptitude Test Duration:	N/A
Group Discussion:	False
Technical Test:	False
Technical Interview:	True
Technical Interview Duration:	N/A
Number of Techincal Interview Rounds:	0
HR Interview:	True
HR Interview Duration:	N/A
Additional Information:	