Proforma

Companies open to your department

Company :	Testbook
Company Name :	www.testbook.com
Nature Of Business :	Education
Designation :	Associate Busniess 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.

Eligibilty :

Department	BT	BS	MT	DoubleMajor	dual	dualB	dualC	Mdes	MBA	Phd	MSc	MSR
AE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
BSBE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
CE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
CHE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
CSE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
EE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
ES	-	Y	N	-	Y	-	Y	-	-	N	-	-
ME	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
MSE	Y	-	N	Y	Y	Y	Y	-	-	N	-	N
PHY	-	Y	-	Y	Y	Y	Y	-	-	N	N	-
CHM	-	Y	-	Y	Y	Y	Y	-	-	N	N	-
MTH	-	Y	-	Y	Y	Y	Y	-	-	N	N	-
ECO	-	Y	-	Y	Y	Y	Y	-	-	N	-	-
DES	-	-	-	-	-	-	Y	N	-	N	-	-
IME	-	-	N	-	-	Y	Y	-	N	N	-	-
CGS	-	-	-	-	-	-	-	-	-	N	-	N
HSS	-	-	-	-	-	-	-	-	-	N	-	-
EEM	-	-	N	-	-	Y	-	-	-	N	-	-
MSP	-	-	N	-	-	-	-	-	-	N	-	-
NET	-	-	N	-	-	Y	-	-	-	N	-	-
PSE	-	-	N	-	-	Y	-	-	-	N	-	N
Stats	-	-	-	-	-	-	-	-	-	N	N	-

Cost to Company :	7 LPA
Package Details :	6 LPA Fixed 1 LPA Performance Variable
Bond :	False
Medical Requirements :	
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