

Dear Students,

Training & Placement department is pleased to provide one more campus placement drive opportunity for 2023 batch students. As such, I am here with providing the job details of “MyCaptain” for your information.

Further, you are informed to go through the details and eligible students are requested to make the registration on or before 11 AM, 01-04-2023 through the following Link

LINK : <https://forms.gle/QnmVBfe3tw9X1uEt8>

Company :	MyCaptain
Job Location :	Bengaluru
Designation:	Business Operations Executive.
Package :	Training Period Stipend: INR 19,800/- (UG) & 23,800 (PG) [3 months] Salary after Training Period - CTC: INR INR 5,00,000/- [INR 3,45,000/- Fixed , INR 1,55,000/- Variable]
About Company	<p>MyCaptain is an Education Startup that helps students discover and pursue their Passions through MyCaptain and large city-wide Youth fests, summits and boot camps. With a focus on the fields of Marketing, Design, and Content, MyCaptain has trained over 120,000 learners and has enabled them to become writers, designers, and marketers. MyCaptain by The Climber is an Online platform that helps you take the first step in your field of passion with the help of young achievers, mentors and guides. MyCaptain is an SDSN Awarded program.</p> <p>We are focused on the United Nations SDGs (Sustainable Development Goals) especially SDG 4: Quality Education, SDG 8: Decent Work and Economic Growth, and SDG 17: Partnerships for the Goals. Over 1,00,000 plus students from across the country have been mentored through MyCaptain online platform.</p> <p>MyCaptain helps to connect School and College students to young Achievers(Captains) in their field of passion. We mentor students through month-long online workshops where they experience the basics of a field in a practical and guided manner. The students also join a community of like-minded individuals from all across the country, attend MyCaptain meetups, events, and get internship opportunities.</p> <p>Do you dare to be a part of our #PassionRevolution?</p> <p>8 years young and with a team of 200+ empowering individuals, we are just getting started in this journey towards redefining education for all! We are a \$3 Mn funded startup, with an aim to enable the students to take their first step towards</p>

		<p>their passion through LIVE Courses in 35+ alternative career options. Our goal is to empower young minds and enable them to make choices to create the future they deserve. So far, we have impacted the lives of 1,50,000+ passion enthusiasts. We hope to bring you onboard this exciting journey and have a mutually enriching experience.</p>
	<p>Qualification :</p>	<p>Requirement Specifications</p> <ul style="list-style-type: none"> - Open to all branches (UG & PG) - Preferring candidates who have worked in leadership roles in college fests and college organizations. - Looking for 2023 batch pass outs.
	<p>Responsibilities Include:</p>	<ol style="list-style-type: none"> 1. Recruitment and Training of Campus Ambassadors from Universities across the country. Our Campus Ambassadorships are the largest in India, with a presence in more than 800 plus Colleges. To make sure MyCaptain expands into more and more Colleges / Schools, you are supposed to recruit, train and build the Campus Ambassadors to spread MyCaptain's Passion Revolution! 2. Partnering with Universities / Colleges and Schools to drive MyCaptain programs. We also partner with Colleges and Schools for Offline and Online learning experiences. We conduct Events, boot camps, and competitions and build tons, for brilliant learning experiences. You will play a pivotal role in organizing, conducting, and managing such partnerships and collaborations. 3. Effective follow-up with inbound and outbound lead calls, making presentations of prospects, and closing sales. 4. Market Research. - Market research is an essential part of your recruiting and training of Campus Ambassadors from Universities across the Country. This is where you understand what the Students of that city are passionate about, and how to fill the gap between the jobs they are looking for and the skills that they need for the same. 5. Leading Expansions in New Markets. Expanding into newer Colleges / Universities / Schools to achieve deeper Market penetration in specific cities. This is done by conducting Market research, recruiting and training campus ambassadors, and helping Market MyCaptain in those cities/colleges. 6. Continuous improvement on conversion rates by fine-tuning sales pitches, cross-selling, upselling, and understanding prospect-product fit.

Skills Preferred:

1. Excellent communication skills
2. Interpersonal skills and ability to build rapport with clients
3. Good listening and problem-solving skills
4. Time management skills
5. Critical thinking skills
6. Ability to identify potential leads
7. Send campaigns and schedule appointments with interested parties
8. Sales negotiation skills
9. Continuous follow-ups with multiple collaborators
10. Strong knowledge of social media platforms
11. Knowledge of research and strategy
12. Knowledge of sales management, marketing, strategic management, and business planning

Application Process:

- 1) Job Application Form [JAF]- Primary Shortlisting.
- 2) Business Round (One on One).
- 3) HR Interview (One on One).

