



**ISLAMIC UNIVERSITY OF SCIENCE & TECHNOLOGY  
AWANTIPORA, KASHMIR**

**Dear Alumnus / Student,**

Please accept greetings from the IUST, hope you are doing well.

I would like to inform you that **Extramarks** which is a leading educational - technology company, creating student-friendly digital learning solutions and keeping pace with globalization and technology in education and they have been in the market for the last 13 years operating different verticals PAN India wherein, they provide education learning techniques across India, Singapore, Kuwait, UAE and South Africa. The company is offering the openings for the positions of **Business Development Executive, Senior Business Development Executive and Assistant Manager.**

**Eligibility:** B-Tech (Any Stream) MBA or any Graduate or Post Graduate.

**Application Deadline:** 12<sup>th</sup> of May 2022

**CTC:** 4 Lakh / Annum

**Job Location:** Jammu and Kashmir

**Roles & Responsibilities of the Candidate:**

- 1) To develop and maintain strategic long term trusting relationships with high volume customers to accomplish organic growth.
- 2) To Communicate company products and services via Calling and E-mail and also build relationships in order to uncover prospect needs.
- 3) Document and update CRM with daily activities as required.
- 4) Achieve weekly and monthly goals.
- 5) Be a self-starter and pro-active; identify and act on opportunities for improvement.
- 6) Ensure reporting and communications is frequent and bi-directional.
- 7) Remain knowledgeable about all organization's products and services to facilitate sales efforts.
- 8) Completing input numbers on daily basis and taking up revenue responsibility.
- 9) To research and analyse the customer's requirements and present best solutions.

**Selection process**

There will be three rounds for the selection process:

- PI - 1st Round -Screening
- PI - 2nd Round - Manager Round (Core competency)
- PI -3 rd Round - HR Round

If interested, you are therefore advised to register on the below mentioned registration link:

<https://forms.gle/fx8i48ffR9Q2uDeq7>

Wish you all the best.

(Dr. S. Iqbal Quraishi)  
**Dy. Registrar  
OUTREACH**

IUST/DOR/On Campus Placement Drive/22/71

Dated: 4<sup>th</sup> of May 2022