

Dr. Ayush Srivastava
Assistant Registrar
Nodal Officer-Training & Placement



Dr. A. P. J. Abdul Kalam Technical University
Uttar Pradesh, Lucknow
Sector-11, Jankipuram Extension, Lucknow
E-mail: ayush@aktu.ac.in

Ref: AKTU/UIIC/2020/234

18th Oct' 2020

To
Directors/Principals
Colleges affiliated/associated to Dr. APJ Abdul Kalam Technical University Lucknow, Uttar Pradesh

Subject: **Regarding company Whitehat Jr hiring opportunity for Graduates of 2017 to 2020 Batch and Postgraduate – 2017 to 2021 batch**

Dear Sir/Ma'am,

Please to inform you that as part of hiring process for Graduates of 2017 to 2020 Batch and Postgraduate – 2017 to 2021 batch, company Whitehat Jr wish to invite the students of AKTU affiliated colleges for this drive. Please find invitation and link for the participation of students as per the details attached herewith (Annexure A). You are requested to kindly go through and encourage the students for registration latest by **20-Oct-2020**.

ERP Link: erp.aktu.ac.in (**MANDATORY**)

If you have any concern, you are requested to feel free to write at tnp.aktu@aktu.ac.in

With warm regards,

(Dr. Ayush Srivastava)
Assistant Registrar
Nodal Officer – Training & Placement

Copy to:

1. Registrar, AKTU, Lucknow
2. Finance Officer, AKTU, Lucknow
3. Controller of Examination, AKTU, Lucknow
4. Dean Student Welfare, AKTU, Lucknow
5. Media Prabhari, AKTU, Lucknow
6. Technical Officer, AKTU, Lucknow
7. In-charge Placements, AKTU, Lucknow
8. Staff Officer, Hon'ble Vice Chancellor for kind information

(Dr. Ayush Srivastava)

Campus Placements 2020

Job Notification Form

COMPANY OVERVIEW

Name of the Company	Whitehat Jr
Website / Other source of Information	www.whitehatjr.com
Company Type	e-learning, Online Coding Classes
Brief write-up on the Company (50 to 75 words)	Whitehat Jr is a global education technology company based in Mumbai, focused on teaching computer coding to kids, online. Our operations are spread across India, Canada, USA, UK, Australia and New Zealand and we are rapidly expanding to other countries as well.

JOB PROFILE

Job Designation	Sales Manager
Job Description	Edutech Company (Online Training Training) for kids is looking for a qualified Sales Manager who can drive the business forward by providing an array of accessible, impeccable individualized services to meet the unique needs of every customer, to simplify the complexities involved with the motive of making every customer win their battlefield and to get customers to rely on. The Sales Manager will utilize their skills to generate high quality leads, build a strong relationship with customers and close deals. The ideal candidate will be a quick learner with strong negotiating skills, expanding businesses and demonstrate the ability to showcase our offerings in a compelling way.
Place of Posting	Work From Home (PAN India). Mumbai post lockdown
Key Responsibilities:	Same as JD
Type of Placement	Regular (Full time)

SALARY DETAILS

Cost to Company (CTC)	3.00 to 9.00 LPA
Training Period	1 week
Salary / stipend paid during training	Same as CTC finalized
Bond or Service Contract (If Yes, give details)	Standard Employment contract

SELECTION PROCESS

Shortlist from Resumes	Yes
Written Test (Technical / Aptitude)	Screening
Group Discussion	No
Personal Interview	Yes
Minimum Number of Offers You intend to make	3000

Eligible Department and Program	Graduates of 2017 to 2020 Batch and Postgraduate – 2017 to 2021 batch having minimum 3 months of experience
Specific Eligibility requirement (Please mention)	<ul style="list-style-type: none"> ● Preferably a Proven B2C sales track record of exceeding targets ● 6 months of Sales experience. ● Fluency in English and Hindi ● Ability and willingness to deliver in a high-pressure environment ● Excellent communication, interpersonal skills, problem-solving, presentation, and organizational skills. ● Working knowledge of spreadsheets (Excel, Google Sheets) and PowerPoint. ● Working Knowledge on Salesforce. <p>Role & Responsibilities: Scope: Exceed targets for New Sales, Referrals or Renewals sales, in an individual contributor role Language: English and Hindi Laptop/ Wifi: Candidates can use their own laptops and Wifi. Wifi charges shall be reimbursed as per policy on the submission of bills. Additional Compensation: If applicable, this will be decided based on your allocated shift after you join.</p>
Date & Time of the Drive	YTD
Venue	YTD
Expected Joining (dd/mm/yyyy)	YTD