

NOTICE

Placement – BDE (Open for students from any course) – Airblack

Airblack is an ed-tech platform that empowers individuals to become successful creators or micro-entrepreneurs. In June 2020, they had launched our flagship makeup artist certification program through Airblack Beauty Club. Their team is composed of exceptional individuals with backgrounds in entrepreneurship, venture capital, and operations, hailing from esteemed organizations such as Goldman Sachs, Sprinklr, Grofers, BCG, Bain & Co, WeWork, ITC, Urban Company, as well as top IITs, IIMs, and universities such as DU and NIFT.

Business Development Associate -Key Responsibilities

- Drive mission-critical customer acquisition
- Assess and onboard potential customers via phone to discover their needs and develop a positive relationship with the customer
- Provide relevant and articulate information about our programs to potential customers and build a strong pipeline for the company
- Own customer relationship, become the point of contact for customers throughout their membership duration.

Salary Package for this role is:CTC - 5.0 LPA (3.3 LPA Fixed + 1.7 LPA Variable)

Work location for this position is Gurgaon/Noida/Mumbai/Lucknow.

Eligibility - Open for students from any course.

Working Days - 6 days a week.

Working Hours - 10:00 AM to 8:00 PM.

Recruitment Process:-

Pre-Placement Talk: This talk will provide an overview of our organisation, the job role, and the growth prospects for potential candidates.

Group Discussion: Following the pre placement talk, we propose to conduct virtual group discussions as an elimination round to move to the final interview round.

Virtual Campus Interviews: Following the GD, we will be conducting virtual interviews as our

final round of the process.

The initial 2 weeks of joining will be the training period wherein on the successful completion of the training the student will be certified from Airblack and awarded INR 10,000. The Date of joining will be effective post the completion of the training Program.

Students interested may revert to the respective Placement Coordinator's of their department August 04, 2023

**Rajesh Nair
Training & Placement
Corporate Resource Cell**