



Rajiv Gandhi University of Knowledge Technologies

(A.P. Govt. Act 18 of 2008 & Telangana Govt. Adaptation G.O. Ms No.29 Dt.17.12.2014)

Basar (Village & Mandal), Nirmal District, Telangana State – 504107, India.

Webpage: www.rgukt.ac.in

Training & Placement Office

T&P Office/Notice/21-22/177

Date: 16th December 2021

JOB ANNOUNCEMENT OF VERZEO

It is hereby informed to all the final year students that, the **VERZEO Edu Tech Pvt. Ltd.** would like to conduct recruitment drive for all the branches of 2022 graduates.

Interested candidates are required to register in the below link by 2PM, 18th December 2021.

Registration Link: <http://tnp.rgukt.ac.in/login.php>

Role	Business Development Trainee
Qualification	B. Tech. All Branches
Year of Graduation	Final year students (2022)
Percentage Criteria	6 CGPA and Above
Compensation	5~8 LPA
Stipend during Internship	Training Period: 10 days (unpaid) INR 17,000 + INR 10,000 (Incentives)
Duration of the Internship	6 Months
Work Location	Hyderabad

NOTE: 6 days working with a rotational Week off policy, Saturday and Sunday Mandatory Working.

JOB DESCRIPTION - BUSINESS DEVELOPMENT

Company Overview: Verzeo is an Edutech Platform Founded by Mr.Vungarala Venkata Subramanyam in the year 2018. Verzeo is an AI-Based Online learning platform that provides students with a holistic learning experience to help them become industry-ready. With the guidance of Industry Experts, Online Courses and blended learning, it allows students to Learn Here and Lead Anywhere. We are looking for ambitious, self-driven, and extraversion, persistent individuals who can take higher education to the next level. We are looking for passionate interns who can understand the current education culture and work with our family.

About The Role: This job is an individual role in an employee centered culture, an area where an employee plays a role of spreading word about product, counselling students to increase the reach of VERZEO. As a BDI/ BDT/BDA in VERZEO, you're expected to find potential customers through cold calling, counsel the students to choose the right path, understanding perception & need of students, Ask them and understand why Verzeo is unique and assist them to be one of the members at Verzeo.

Roles and Responsibilities:

1. Work closely with the Sales and Marketing team in assisting the growth of the business by acquiring new business leads.
2. Pitch and promote Verzeo's services to prospective clients
3. Career counselling of prospective students and understanding their learning objectives to offer relevant Verzeo products to them.
4. Build sales leads through referrals and cold calling to generate sales (monthly target/revenue oriented)
5. Collaborate with the Sales and Marketing team to plan and oversee new marketing initiatives
6. Set up meetings to prepare and deliver pitches to prospective clients
7. Follow up with potential clients
8. Work with team members to identify and manage risks

Job Skills & Qualification:

1. Strong communication skills, Critical and out-of-the-box thinking
2. Excellent organizational and leadership skills
3. Ability to perform well under pressure in a fast paced environment
4. Ability to work in a target driven environment

Sd/-

T & P Office