



CENTRALISED CAREER GUIDANCE & PLACEMENT CELL

Guru Gobind Singh Indraprastha University
Sector 16-C, Dwarka, New Delhi – 110078
Room No. E-409, E-Block
Ph. No.011-25302739, Email Id: cpc@ipu.ac.in

F. No. GGSIPU/CCGPC/2022/ 260

Dated: 31st March 2022

Sub. Placement opportunity for BBA/MBA students of 2022 passing out batch in the company “RISE WPU”.

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of requirement of BBA/MBA students of 2022 passing out batch in the company “RISE WPU” for your consideration.

Share the database of interested, eligible and unplaced candidates by 4th April 2022 in the required format shared over email.

Applicants' data received in the given format by 4th April 2022 will only be shared with the company for further process.

Company Name: RISE WPU

Currently recruiting for the following roles:

- 1) Business Development Associate, CTC: 6.6LPA (4LPA Fixed + 2.6LPA Variable)
- 2) Customer Success, CTC: 3.6LPA

Full time / Internship : Both (Internship and Internship +PPO)

CTC / Stipend : Only Internship - 8000 per month, Internship + PPO - 15000 per month for 3 months and 4LPA fixed for PPO + 2.6LPA variable.

Eligibility criteria: BBA/MBA of 2022 passing out batch, 55% and above, should have participated in extracurricular activities.

Location: Pune / Bangalore / Hyderabad

Recruitment process:

1. Screening Round (Call).
2. Personal Interview (Zoom Call with Managers)

NOTE – Unplaced Students interested to apply for this opportunity are required to contact with their TPOs for giving confirmations and details to be shared with us.

Nisha
31/3/22

(Ms. Nisha Singh)
Placement Officer, CCGPC

QUALIFICATIONS & PROFILE

- Bachelor's degree in any subject area. Preferably from the Engineering stream.
- Basic proficiency in MS Office Suite preferred. Candidates will be expected to have intermediate Excel proficiency.
- Ability to work collaboratively in a team and create an inclusive environment with people at all levels of the organisation.
- Effective communication skills: Counsellors should be able to speak, read and write Hindi and English fluently. Additional Indian languages will be an added bonus.

WHAT YOU WILL DO

You will be the organisation face and the first point of contact for all prospective customers. Driving growth through the engagement of customers.

Your day to day responsibilities include:

- Building the business development funnel by tracking leads through the entire sales lifecycle.
- Making phone calls, organising product demos, negotiations to close deals and managing the post-sales relationships.
- Maintaining databases of all interactions with potential clients.
- Analysing datasets given to you to provide feedback to the marketing team for campaign optimisation.

WHO YOU WILL WORK WITH

You will join as an associate and work closely with your manager and head of sales to meet your targets.

You will periodically liaise with the marketing team to give feedback on social media campaigns and SEO to optimise marketing spend.

You will also work closely with other stakeholders such as tech and product teams to organise demos and webinars.

ABOUT RISE WPU

"RISE WPU" is a Maharashtra Institute of Technology World Peace University (MIT WPU) initiative. It is an exclusive online education platform where innovation meets global academic excellence.

At RISE WPU, we view ourselves as more than an education provider, and we believe we are a technological revolution for higher education and professional certification. Under the parentage of MIT World Peace University aim to promote an innovative, technology-first online campus set up with a mission to encourage and empower students across cities, strata and societies to be socially and culturally aware leaders of the world. We are here to transform and propel the fields of technology, medicine, artificial intelligence, advocacy, political studies and more, light years ahead.

Our core belief is that education is the first step to trigger any form of change - small or monumental, on an individual level or for the society, within one's nation or across the world. Stemming from this belief is our strong focus on making holistic education commonplace for students around the world.

APPLICATION

To learn more, visit: risewpu.com

To apply, send your updated CV with the position name in the subject line to subhodeep.chatterjee@risewpu.com

QUALIFICATIONS & PROFILE

- Basic proficiency in MS Office Suite preferred. Candidates will be expected to have intermediate Excel proficiency.
- Ability to work collaboratively in a team and create an inclusive environment with people at all levels of the organisation.
- Effective communication skills: Associates should be able to speak, read and write Hindi and English fluently. Additional Indian languages will be an added bonus.

WHAT YOU WILL DO

- Welcome students allocated into the course, explain guidelines, terms and conditions before proceeding
- Handling administrative queries for 100-150 customers
- Making sure all student queries are resolved as per below timelines
- Email Queries – 48 Hours
- Call Queries – 2 Hours
- Enhance customer satisfaction to achieve 45%+ Net Promoter Score
- Proactively reaching out to 100% students that are allocated on calls and emails every month
- Driving students to complete assignments, quizzes as per course guidelines
- Identifying students low on lecture participation and drive attendance

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EMPLOYEE HIRING

Meet



RISE

We are the
future.



- 1 Company Culture
- 2 Benefits
- 3 Perks
- 4 The Talent
- 5 Press
- 6 The Team
- 7 Values
- 8 Innovation

Our **culture** is our brand.



We're curious + engaged



We're humble



We're gritty



We value work-life balance



We're driven

Perks of the job

Love where you work.



Creative work environment



Team happy hours and outings



Growth



Work culture



Learning

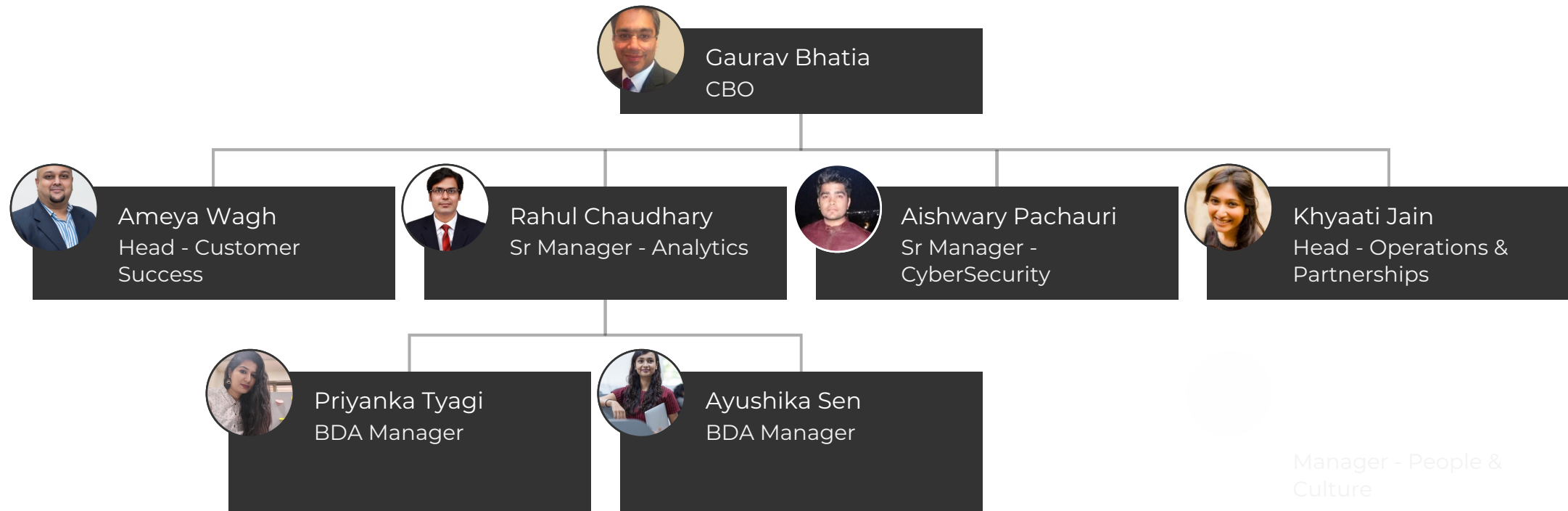


Salary



Our **Team** is our greatest asset.

We strive to build a stronger, smarter team by hiring people who are better than us.



Where it all began

Meet our **leadership** that makes it happen.



Gaurav Bhatia

Chief Business Officer

Ex . Chief Business Officer – Leverage Edu

Ex. Head – Pharma Solutions,- India, Manager- APAC Strategy, Elsevier

Education – MBA from INSEAD

Worked in 8 countries across APAC, Mid-East, Central Africa & Europe in
Technology, Consulting, Education & Healthcare



Khyaati Jain

Head - Partnerships & Operations

Ex. Sr Manager – Leverage Edu

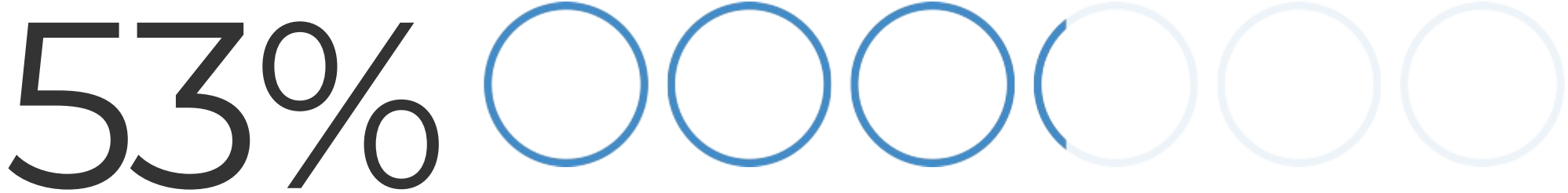
Ex . Manager – Ashoka Innovators for Public

Education – Masters- Public Policy , King's College, London

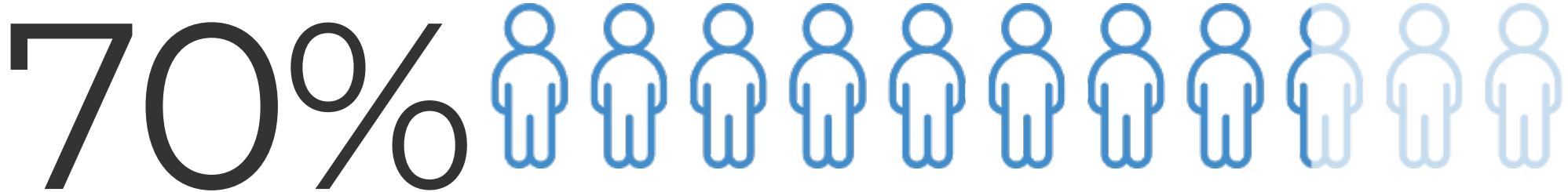
Worked in 5 countries across S.E. Asia, India, Europe &
Africa in Policy, Education & Ed-Tech

We value **different** perspective's.

We are proud to have an incredibly diverse team.



of the RISE Leadership are women



of the team has lived/worked in at least three cities

Our Stellar Team has studied at **top-institutions** across the globe



IIM



Kings College



Pune University



NIT



Oxford



INSEAD



Symbiosis



VIT

And has work-experience at some **great organizations**



Amazon



IBM



Unilever



KPMG



RELX



BYJU's



Upgrad



Ashoka

Press

We've been attracting **attention.**



India Today



Times Jobs & Careers



The Tech Panda



Hindu

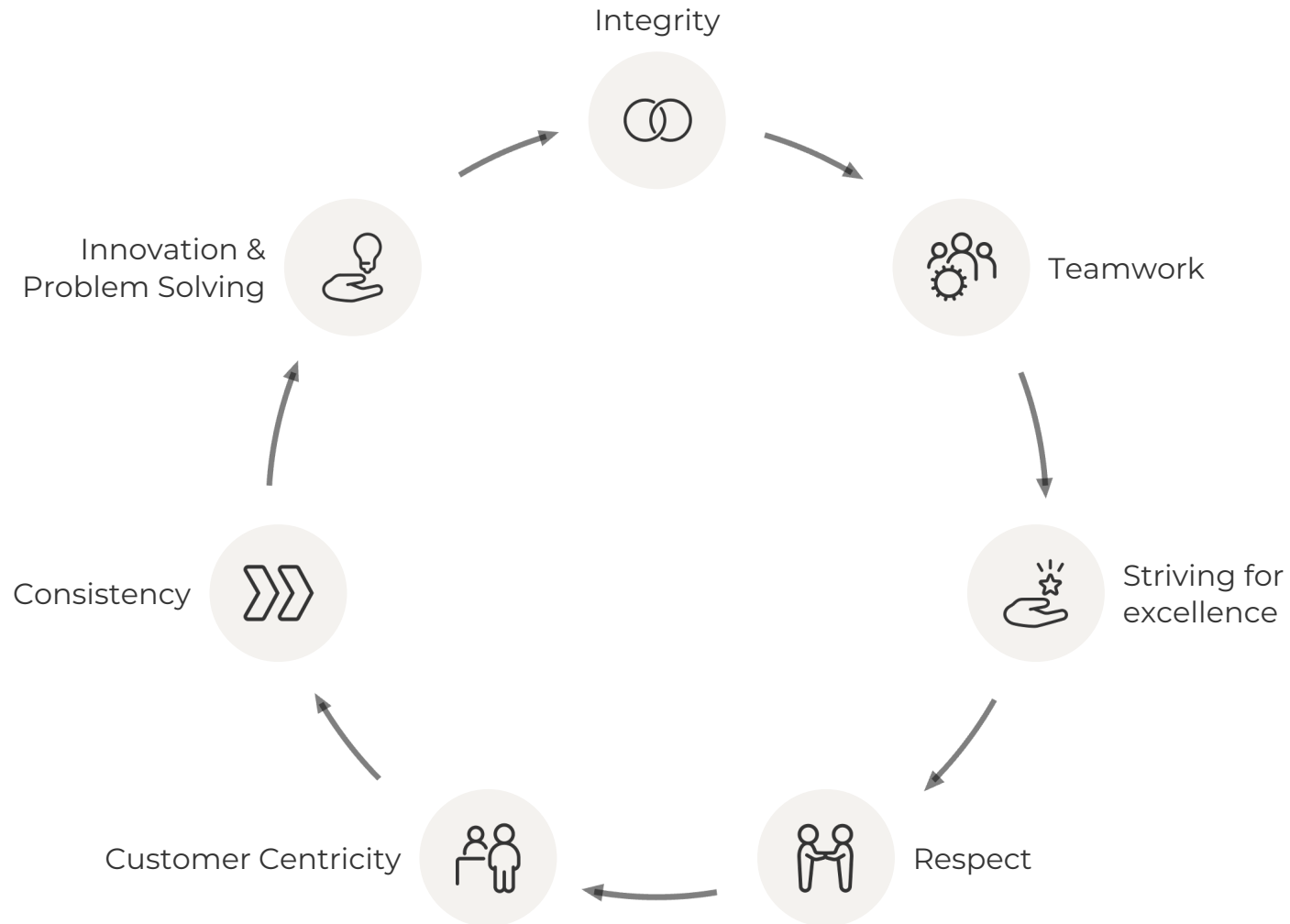


The Pioneer



Business Week

Our Values



MORE ABOUT THAT:

- Diversity
- Power + Autonomy
- Flexibility
- Trust + Transparency

Our Industry & Academic **Partnerships**

KPMG



Grant Thornton



Thrive Dx | Cybint



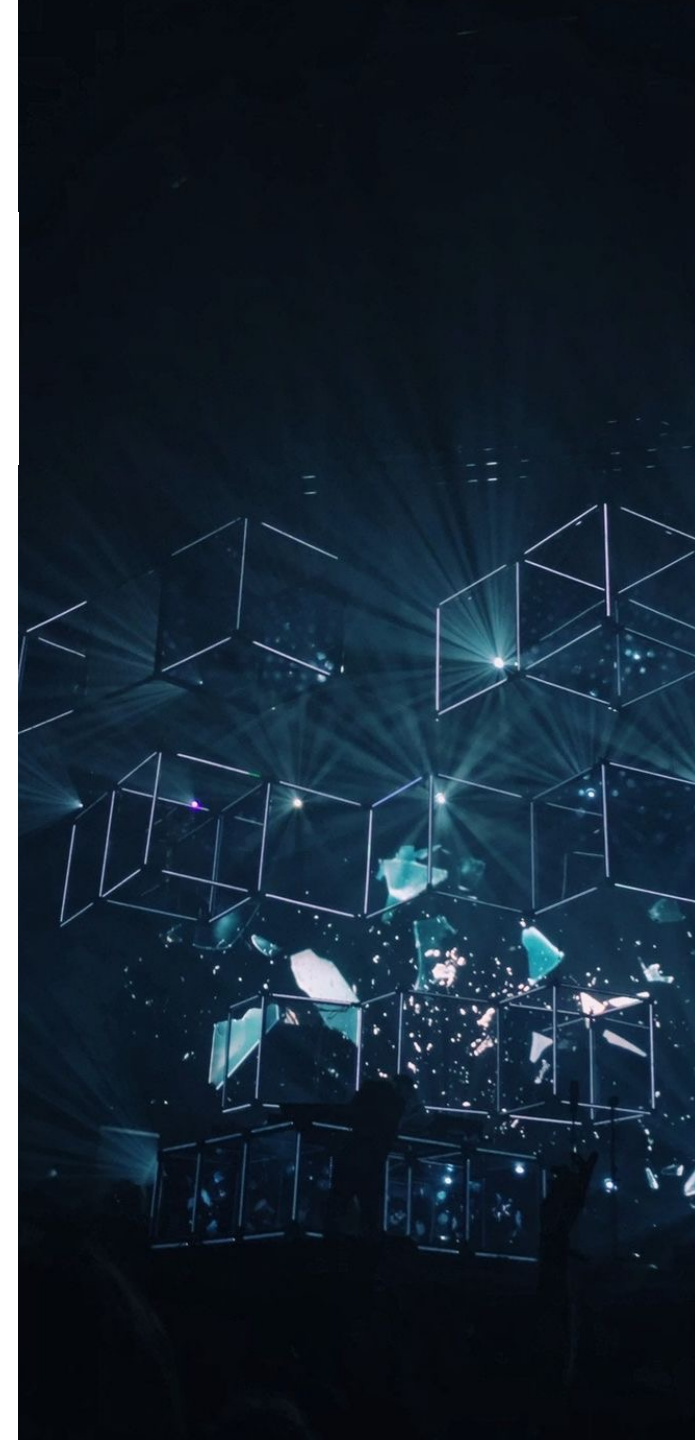
Aeon Research | Market Research Society of India



CompTIA



SRH Hochschule



Roles & Avg Salary Package



Business Development Associate: 6.2LPA - 6.8LPA (Depending on profile)



Customer Success: 3.6LPA



*Internship: INR 5K to 15K/month
(With pre-placement offer)*



We can't wait to
have **you join us**

Address



www.risewpu.com



Sayali.khandelwal@risewpu.com



<https://www.linkedin.com/company/risewpu/>