



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/ 488

Dated: 25th February 2023

Sub. Placement opportunity for B.Tech/MBA/BBA/B.Com/BCA students of 2022/2023 batch in the company “Scaler Academy”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for B.Tech/MBA/BBA/B.Com/BCA students of 2022/2023 batch in the company “Scaler Academy” for your reference and circulation to students to apply on given link by **28th February 2023**:

Registration link: <https://forms.gle/sXQmaHe1AVez1eYRA>

Scaler Academy is hiring for the Business Development Trainee role. Below are the details:

Designation: Business Development Trainee, Post-conversion - Business Development Associate depending upon probation period performance. PFA the JD for the role of Business Development Associate in Sales.

Eligibility: B.Tech/MBA/BBA/B.Com/BCA Students of 2022/2023 batch

Location: Bangalore, Remote for now.

Stipend: INR 30k/m + PPO (INR 6.5LPA to 7.5LPA depending on the performance in the training period)

Training Period: 3 months

Interview process:

Round 1: Screening round. The agenda of the call would be to filter out candidates based on their communication skills.

Round 2: Personal Interview: This will be a video round with someone from the recruitment team. The agenda of the round would be to test people on their keenness, discipline, knowledge, intent/interest in B2C Business Development, and maturity. This will be more of a persona-based interview.

Round 3: Final round: This will be with the Recruitment Manager of Business Development at Scaler Academy. The agenda of the round would be to test the culture fitment and attitude.

Working Hours: 11 am - 8 pm

Key Requirements: Exceptional communicator and influencer who is accountable and credible towards work. A trainee who has the intent, will, and skill to work in a fast-paced environment.

Preferred prerequisite: Technical background is an added advantage.

Key attributes:

- A candidate who is ready for challenges and has a go-getter outlook is a perfect fit for Scaler.
- Someone who is extroverted, determined, and always ready for challenges would find this role interesting.
- The Candidate should be having driving determination, will-to-win, competitiveness, and high emotional intelligence with an empathetic approach.
- They should be result-driven with experience in an extremely target-centric job.
- An ideal candidate should possess both learning and unlearning tendencies.
- They should be creative problem solvers.
- In context to their presence of mind, they should be resilient.

LAST DATE FOR REGISTRATION IS 28th February 2023.



(Ms. Nisha Singh)
Training and Placement Officer,
CCGPC, GGSIPU



Join our **Business
Development Team**



SCALER
ACADEMY



What is Scaler Academy ?

Backed by **Sequoia** and **Tiger Global**, Scaler is one of Asia's leading online tech-education firms valued at over \$700 million that aims to solve the tech talent gap worldwide through its market leading products. Scaler has transformed the lives of 3500+ software engineers and college students looking to crack tech jobs. In the last 12 months alone, Scaler has placed more students in Amazon than all IITs combined.

The founders of Scaler, **Anshuman Singh** and **Abhimanyu Saxena**, are IIT Hyderabad alums with leadership experience across Facebook (working directly with Mark Zuckerberg and setting up the London Office) and NYC-based retail marketplace unicorn Fab.com. Anshuman Singh has also represented Team India twice at the prestigious ACM ICPC World Finals. The broader team is handpicked from leading firms such as Facebook, Google, Twitter, McKinsey, BCG, Sequoia Capital, Bain Capital and Hotstar to name a few.

What does the **Business Development** Role look like?

- As a BDA you are reaching out to prospects and guiding them through the existing tech-landscape
- With a customer-centric approach, you will qualify their career goals and identify how Scaler can help them.
- Following up with existing prospects to ensure that we are able to open up new realms of possibilities through the power of Scaler!
- Above all, a committed attitude towards the completion of daily inputs and outputs, with the goal of matching (and exceeding!) targets.

"tell me and I forget. Teach me and I remember. Involve me and I learn"
– Benjamin franklin.

Why is the BD role essential to **Scaler's mission**?

01

You will be a representative of Scaler across the country - an evangelist for Scaler's mission to transform the tech industry

02

You will directly contribute to the transformation of our country's workforce - your individual contributions will help India develop as a tech-superpower

03

You will help our customers jump into the era of coding excellence and abandon the dark ages of unstructured courses and failed interviews!

What would you be **doing**?

Primary Responsibilities

(Including but not limited to)



Driving inquiries & admissions for the online learning programs offered for the Indian Market



Looking after the entire sales life cycle: starting from engaging with the large volume of well-qualified leads till the final conversion i.e. enrolment in the program



Counselling experience professionals via call or email on which course will be useful to their career progression and suggest the best options

Job Title : Business Development Trainee

What are the **Good-to-Haves** and **Must-Haves** for this role?

Good-to-Have

- ☆ We look for people of character, who keep their promises and bring an amazing attitude
- ☆ We look for smart people, who can understand others, communicate effectively and get things done
- ☆ Candidates having a technical background

Must-Have

- ☆ 0-4 years of work experience in sales, business development and/or IT services
- ☆ An undergraduate/postgraduate degree in any stream



How do I proceed with my **application**?

Our hiring process is simple and transparent. We have 2 steps

● **STEP 1** **Application**

- We look for smart people, who can understand others, communicate effectively and get things done.
- Submit your application by filling up the form attached with the post.
- Our team will evaluate your application form, and reach out if you have been selected for our second and third rounds.

● **STEP 2** **Get to know our Sales team!**

- In this step, you will get on a video call with the hiring managers of our team, and get to know each other better.
- Our team will evaluate your performance in this round, and reach out with next steps!