



**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/PN/ 917

14<sup>th</sup> March 2024

**Sub. Placement opportunity for UG and PG (females) students of batch passing out in year 2024 of GGSIP University in the “Airblack”.**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for UG and PG (females) students of batch passing out in year 2024 of GGSIP University in the “Airblack” for your reference and circulation to students to apply on given link by **16<sup>th</sup> March 2024, 2:00 PM:**

**For Registration – This opportunity has been uploaded Pod.ai Platform, you are required to accept the same and share with your students through your Pod.ai account.**

For POD platform related queries or if not yet registered on Pod.ai please call at +91-11-41179695 or write to support@pod.ai

**Name of Company – Airblack**

**Role – Business Development Associate**

**CTC: INR 6.3 LPA (3.3 LPA Fixed + 3 LPA Variable)**

Note - The first two weeks of joining constitute a training period, with successful completion resulting in certification and an award of INR 10,000. The commencement of the joining date is contingent upon the conclusion of the training program.

**Work location – Delhi / NCR**

**Eligibility:**

1. Open for females students from any academic discipline UG and PG of batch passing out in 2024.
2. Only female candidates are eligible as our company is currently focusing on diversity hiring.

**Working Days: 6 days a week ( Monday to Saturday)**

**Working Hours: 10:00 AM to 7:30 PM**

**Hiring Process:**

1. Pre-Placement Talk
2. Group Discussion
3. Campus Interviews

JD attached for more information.

**LAST DATE FOR REGISTRATION IS 16<sup>th</sup> March 2024, 2:00 PM.**

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

Airblack, —an esteemed skilling Academy in its Series A phase, backed by prominent investors such as Elevation Capital and Infoedge Ventures.

At Airblack, we hold a profound appreciation for the student community and recognize the immense value they bring to the professional landscape.

In alignment with our commitment to diversity and inclusivity, we are exclusively targeting female candidates for this particular hiring drive. It is imperative to note that candidates are required to possess their own laptop.

**A concise overview of Airblack:** We are an ed-tech platform dedicated to empowering individuals towards becoming successful creators or micro-entrepreneurs. Noteworthy is our flagship makeup artist certification program, Airblack Beauty Club, launched in June 2020. Our team comprises accomplished professionals from diverse backgrounds, including esteemed organizations such as Goldman Sachs, Sprinklr, Grofers, BCG, Bain & Co, WeWork, ITC, Urban Company, as well as premier institutions such as IITs, IIMs, DU, and NIFT. We are enthusiastic about the prospect of collaborating with your college and aim to commence our hiring drive promptly, with a focus on onboarding selected candidates who can seamlessly integrate into our operations.



airblack

# Join Airblack

On a mission to transform the lives of millions  
of creators and micro-entrepreneurs

Business Development

## Airblack Beauty Club: Helping people turn into Makeup entrepreneurs!

Airblack Beauty Club is India's largest online beauty skilling academy, helping people become micro-entrepreneurs or get flexible opportunities through innovative "do-it-together" (DIT) courses. In two years, Airblack's beauty academy has trained over 35,000 students in 200+ cities as Makeup Artists, helping them start their businesses either as freelancers, studio owners, or earning influencers. We are a Series A funded company backed by marquee investors such as Elevation Capital (investors in Meesho, Sugar Cosmetics) and InfoEdge (investors in Zomato, PolicyBazaar).

We have built a strong community of 275k+ beauty enthusiasts on Instagram and our social media handles garner 50M+ organic impressions a month.

We have worked and partnered with leading brands in the beauty space such as Nykaa, Colorbar, TEMPTU and are consistently featured on India's top publications such as The Indian Express, Mint, Entrepreneur India and many more.

More recently, we have been recognized by the Beauty & Wellness Sector Skill Council & Skill India as a government-certified beauty skilling partner. Airblack has also been recognized by Forbes as a "Select 200" company with global business potential.





## Our Belief

Airblack is on a mission to help people convert their passion to a livelihood. We are a learning platform where people learn how to become successful creators or microentrepreneurs.

With the evolution of business tools and social media, creation has been democratized on the internet. We are already seeing the rise of creators who are larger than established brands & businesses.

Today, it is possible to start a salon, a bakery, a nutrition clinic, or a content studio right from your home - all you need is passion, skills, and the right knowledge. We believe that the next decade will be about internet-first creators and entrepreneurs.

Airblack is fueling this economy by empowering people to learn a practical skill in a fraction of the time and cost of traditional education and convert their passion into a sustainable profession.



## Why Join Us?

**Be part of our mission:** You will be responsible for creating the next generation of internet-first entrepreneurs and empowering millions of women to launch their own businesses.

**Thrive in our dynamic team culture:** Our dream team of exentrepreneurs, operators, management consultants, and VCs will be powerful mentors for your career trajectory. You'll get to collaborate with the founding team, get weekly recognition for your work, take part in continuous training and build relationships with like-minded individuals. Get rewarded for your work:

**CTC:** INR 6.3 lakhs PA, wherein 3.3 lakhs fixed + 3 lacs as starting incentives without capping

**Build a strong career path:** In 7 months itself, you will be eligible for promotion to Assistant Manager, and in 1.5 year, you will be eligible for promotion to Manager (manage a team of 10-20 people).



## Position Description

As a Business Development Associate, you will be the face of the company for prospective and current learners. Connect and build relationships with interested learners, and drive admissions into the Airblack flagship programmes. As part of a result-driven team, you will be a key owner of revenue in the company.

Location: Delhi/ NCR ( Gurgaon/ Noida)

### 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 customers
- 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.

## Who Should Join Us?

- You have an entrepreneurial mindset and are always willing to take initiative and ownership of your objectives
- Self-learners, willing to learn and upskill in the face of challenges. We love inquisitiveness at Airblack!
- You are spontaneous when it comes to finding solutions in uncertainty. Persuasion and street-smartness are your core strengths!
- Skilled oral and written communicators
- Effective interpersonal skills and ability to build relations with end customers and collaborate with internal stakeholders.