

OFFICE OF THE DIRECTOR

Babu Banarasi Das Engineering College

Sector-1, Dr. Akhilesh Das Nagar, Faizabad Road, Lucknow-226028 (U.P.) INDIA

Ref.No:Dir/BBDEC/2019-20/T&P/008

Date: 11th June, 2020

To,

Directors/Deans/HODs

Babu Banarasi Das Educational Group, Lucknow

Subject: EXTRAMARKS Campus Hiring Opportunity for B.Tech (All Branches), MBA, PGDM Or Any Graduate/Post Graduate 2020 Pass outs.

Dear Sir/Madam,

This is to bring to your kind notice that **BBDEC Placement Cell** is organizing a Placement Drive of company **EXTRAMARKS** (Job description attached as an **Annexure-1**) for **B.Tech (All Branches), MBA, PGDM Or Any Graduate/Post Graduate 2020 Pass outs of BBDU/ BBDNITM / BBDNIIT / BBDEC .**

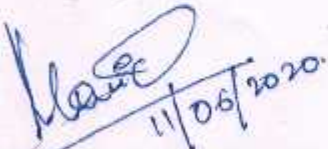
Kindly communicate to the concerned students of your esteemed Institute/School to register themselves latest by **13th June, 2020** for the same. Details of the drive are as follows:

Date of Drive: Will be informed (3rd Week of June Tentative).

Registration Link: <https://tinyurl.com/bbdecExtramarks>

In case of any clarification kindly contact at coordinatorntp@bbdec.ac.in / 9889017937, 7355681571

With Regards,



Prof. (Dr.) Monica Mehrotra

Director

Copy to:

1. Chief Executive Director, BBD Group for kind information
2. Vice Chancellor, BBD University for kind information
3. PS to Hon'ble Chairperson, BBD Educational Group for kind information to Hon'ble Chairperson
4. PS to Hon'ble Vice President, BBD Educational Group for kind information to Hon'ble Vice President
5. Director(Finance), BBD Educational Group Lucknow
6. Director(Security), BBD Educational Group Lucknow
7. DSW & Chief Proctor, BBD Educational Group Lucknow
8. Head T&P, BBD Educational Group Lucknow

Babu Banarasi Das Engineering College, Lucknow

Training & Placement Cell

Date: 11th June, 2020

EXTRAMARKS PLACEMENT DRIVE – 2020

About Extramarks:

- Extramarks is a leading educational - technology company, creating student friendly digital learning solutions and keeping pace with globalization and technology in education.
- Extramarks have been in the market for the **last 13 year operating different verticals PAN India.**
- Extramarks is among the fastest growing educational technology companies, with a global footprint. The company has a huge presence in **India, South Africa, Indonesia, Singapore and the Middle East.**
- Extramarks has revolutionized the way education is perceived and delivered, custom creating learning solutions for the **21st century learner.**
- Extramarks are a team of exceptional academics, technology experts and visualizers, who help simplify textbook learning through rich media based modules.
- Team efforts are supported by **3000 strong** sales team, present pan-India, which helps us reach directly to the final consumer. Company has recently pressed the pedal to increase the sales momentum, **opening offices in close to 80+ cities**, reaching hither to unexplored geographies and people.
- **Extramarks are looking for BDE'S tasked with the job of helping his/her business grow.** The priority is to assist the organization acquire new customers and it means effective **business development executives are in huge demand** in nearly every job sector there is including business to business, business to customer and even non –profit organizations.
- You can visit <https://www.extramarks.com> to know more about Extramarks.

The BDE working Environment:

In the vast majority of cases due to COVID-19 outbreak, BDE's will be doing 'WORK FROM HOME'. They are expected to update the entire day activities through our CRM and work according to the timelines. We at Extramarks focus on giving a skilful training, you will get all possible support in learning and earning.

Contracting Vs Permanent Positions:

While both in –houses positions are available for the BDE's. Once you decide to join us, you will be hired as **Trainee for a period of 2 Months**. The decision of management regarding extension or termination of services depends upon your performance. During the training period, your basic pay shall be **fixed at INR 10,000/- (Ten thousand only)** and **on completion of the training period you shall be paid as per your ANNUAL CTC**.

Roles and Responsibilities:

- Develop and maintain strategic long-term trusting relationships with high volume clients to accomplish organic growth and long-term company objectives.
- Research key customer wants and needs.
- Suggest solutions that answer clients needs and wants.
- Ensure the ordered products are delivered in a timely manner.
- Serve as contact point for key customers and internal teams.
- Resolve customers' complaints in an effective and respectful way.
- Gather, report and communicate customers' feedback on service, technology and product delivery.
- Research and source new potential clients.
- Keep abreast with industry and market trends and best practices.

Placement Process Details:

There are 3 rounds for the selection process:

- **Aptitude Test (Min.40% passing)**
- **PI - 1st Round**
- **PI - 2nd Round**

Eligibility Criteria:

- **B.Tech (All Branches), MBA, PGDM Or Any Graduate/Post Graduate 2020 Pass outs.**

Compensation:

| | |
|-------------------------|---|
| Fixed Salary CTC | 3.0 LPA |
| Incentives* | 10% straight on meeting monthly targets |
| Booster* | Various weekly incentives also provided based on various criteria. |

Salary: INR 3.0 Lakhs [25000 {CTC (22000 in Hand)}] + Monthly Incentive + Boosters


11/06/2020

Prof. (Dr.) Avinash Gupta
HOD (CS&E) & Coordinator T&P,
BBDEC, Lucknow