



Placement & Start-Up Cell

Dr. Harisingh Gour Vishwavidyalaya, Sagar (M.P.)

Ref. Placement/2023/197

Date- 23/10/2023

We are excited to announce an upcoming placement drive by CORIZO EDUTECH, a renowned company. This presents an excellent opportunity for all our pass-out and final semester students to kickstart their careers with a leading organization.

Registration: To participate in the placement drive by CORIZO EDUTECH, interested students are required to register using the following link:

<https://forms.gle/VjopczZX2EBW6ENv9>

Eligibility Criteria: All pass-out and final semester students to participate in this placement drive.

For any queries or assistance regarding the placement drive or registration process, please feel free to contact our placement cell at 9425425964, placementcell@dhgsu.edu.in or visit the Placement Cell Office.

This is an excellent opportunity for you to launch your career with a dynamic and forward-thinking company like CORIZO EDUTECH. We wish you the best of luck in your preparations, and we look forward to seeing you shine at the placement drive!

For all other details read the Job description in next page.

Last date for registration- 28/10/2023

Prof. G.L Puntambekar,
Coordinator, Placement Cell

Job Description

Job Designation: **BUSINESS DEVELOPMENT ASSOCIATE (BDA)**

Compensation: **4LPA (Fixed) + 2.5LPA (Variable)**

We are looking for candidates who possess:

- Excellent verbal and spoken communication skills (Preferably English).
- Ability to persuade and negotiate.
- Ability to work in a team.
- Self-motivated and able to handle pressure.
- Fast-learner, keen on details, and self-motivated.

The selection process for the Virtual Campus Drive will include:

1. Group Discussion
2. Personal Interview (One on one)

To express our sincere interest in your university's talented students, we kindly request your assistance in facilitating the organisation of this event. We would be delighted if you could share the following information with your students:

- Details about the company Corizo, its culture, and the position of Business Operations Executive.
- Application instructions and deadlines.
- Any additional resources or materials that will help students prepare for the selection process.

Note:

- We require students who are available to join immediately. (Our preferred joining date is 2 November)
- 2024 batch students can be considered if they are permitted from colleges to join the organisation to operate for work.
- During examinations leaves can be permitted post December 2023 if informed earlier by the college authorities.
- Kindly share the list of the interested students as soon as possible, so that we can take forward the drive smoothly.

**CORIZO**

Empowering Tomorrow's Leaders

JOB DESCRIPTION

About Us:

Corizo is an edtech platform that helps students with internships, professional training programs, career guidance, and mentorship. Our aim is to bridge the gap between formal education and the ever changing requirements of the industry.

At Corizo, we believe everyone should have the opportunity to create progress through technology and develop the skills of tomorrow. With assessments, learning paths and courses authored by industry experts, our platform helps individuals benchmark expertise across roles. Our mission is to train the world's workforce in the careers of the future. We partner with leading technology companies to learn how technology is transforming industries, and teach the critical tech skills that companies are looking for in their workforce.

Job Designation: Business Development Associate (BDA)

Roles and Responsibilities:

- Identify and develop strategic relationships with potential customers.
 - Develop a strong pipeline of new customers through direct or indirect customer contact and prospecting.
 - Ongoing monitoring and analysis of pipeline to review performance & optimise accordingly to ensure objectives are met.
 - Maintaining strong follow-ups and regular feedback calls.
 - Creating lead engagement plans and strategy.
 - Studying the details of each offering and remaining abreast of updates to these offerings.
 - Efficient and effective lead utilisation with consistent follow-ups, low Turn-Around-Time (TAT) and increased connectivity with multiple attempts.
 - Update and create tailored client proposals and negotiate further to close the deals
- Building cross-discipline relationships in the organisation, partnering closely with the growth and marketing team, providing feedback and insights.



CORIZO

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Skills Preferred:

- Excellent verbal and spoken communication skills (Preferably English).
- Ability to persuade and negotiate.
- Ability to work in a team.
- Self- motivated and able to handle pressure.
- Fast-learner, keen on details, and self-motivated.

Eligibility Criteria:

- Final year students with no more than 3 arrears.
- Minimum GPA of 5.0
- Students with previous experience in business development roles will be given priority.
- All graduates and post-graduates are eligible.

Interview Rounds:

- 1.Group Discussion
- 2.Personal Interview (PI)

Compensation:

In probation- **15K + 10K(variable incentives)**

CTC : 4LPA fixed + 2.5LPA variable

Probation (Internship) of 3 months and full time job role based on performance.

Location: Bangalore (Work from Office)

Address: 5th floor, VMF2+7FJ Classic Arena, Hosur Rd, AECS Layout - A Block, Singasandra, Bengaluru, Karnataka 560068

<https://corizo.in/>