

Dr. Ayush Srivastava
Assistant Registrar
Nodal Officer-Training & Placement



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Ref: AKTU/UIIC/2021/403

23 Apr' 2021

To

The Directors/Principals

Colleges affiliated/associated to Dr. APJ Abdul Kalam Technical University Lucknow, Uttar Pradesh

Subject: **Regarding Company "Vedantu" hiring opportunity for B.Tech, M.Tech & MBA students of 2019 & 2021 Batch.**

Dear Sir/Ma'am,

Please to inform you that as part of hiring process for **B.Tech, M.Tech & MBA** students of **Batch 2019 & 2021**, company "**Vedantu**" wish to invite the students of AKTU affiliated colleges for this drive. Please find invitation and link for the participation of students as per the details attached herewith in (Annexure- A). You are requested to kindly go through and encourage the students for registration latest by **27-04-2021**.

ERP Link: erp.aktu.ac.in

If you have any concern, you are requested to feel free to write at tnp.aktu@aktu.ac.in

With warm regards,

(Dr. Ayush Srivastava)
Assistant Registrar
Nodal Officer – Training & Placement

Copy to:

1. Registrar, AKTU, Lucknow
2. Finance Officer, AKTU, Lucknow
3. Controller of Examination, AKTU, Lucknow
4. Dean Student Welfare, AKTU, Lucknow
5. Media Prabhari, AKTU, Lucknow
6. Technical Officer, AKTU, Lucknow
7. In-charge Placements, AKTU, Lucknow
8. Staff Officer, Hon'ble Vice Chancellor for kind information

(Dr. Ayush Srivastava)

Campus Placements 2021	
Job Notification Form	
COMPANY OVERVIEW	
Name of the Company	- Vedantu
Website / Other source of Information	www.vedantu.com
Company Type	- Education
Brief write-up on the Company (50 to 75 words)	Vedantu is India's leading Online tutoring company which enables students to learn LIVE with some of India's best-curated teachers. Vedantu's USP is its quality of teachers. It has around 500+ teachers who have taught more than 1 Million hours to 40,000+ students spread across 1000+ cities from 30+ countries.
Job Designation	- Academic Counsellor
Job Description	<ul style="list-style-type: none"> - • Advise student/ parents for their learning needs through structured Counseling Sessions. • Fix appointments and conduct online demo sessions on daily basis including follow up sessions. • Understand Customer profile & problems to explain implication of ineffective learning methods. • Create the need for Smart Learning and advise student-parent to buy Vedantu Subscription as solution. • Handle Objections and Price Negotiation to generate Sales Revenue. • Learn/ Upgrade one's own Product Knowledge and Sales Skills to achieve and exceed growing Sales target(s). • Possess sound knowledge and understanding of consumer (students and parents) behavior.
Place of Posting	- Pan India (Work From Home)
Key Responsibilities:	<p>Possess sound knowledge and understanding of consumer (students and parents) behavior.</p> <ul style="list-style-type: none"> • Possess Basic / Good knowledge of Class 6 to 12 Subjects as per existing Curriculum. • Enthusiastic and willing to work relentlessly for achieving and exceeding business targets. • Thrive in a fast-paced ambiguous work environment.

	<ul style="list-style-type: none"> • Have good communication skills in English and the regional language with professional presentation.
Type of Placement	-Virtual
SALARY	
Cost to Company (CTC)	CTC: 3.3 LPA (Increased to 4.5 LPA based on performance during 3-month training)
Training Period	-3 Months
Salary / stipend paid during training	- 3.3 LPA
Bond or Service Contract (If Yes, give details)	- NA
SELECTION PROCESS	
Shortlist from Resumes	-Yes
Written Test (Technical / Aptitude)	-No
Group Discussion	-No
Personal Interview	-Yes
Minimum Number of Offers You intend to make	- Approx 100
Eligible Department and Program	- B.Tech, M.Tech, MBA;2019, 2021 batch
Specific Eligibility requirement (Please mention)	-Candidates scoring overall above 60% are eligible.
Date & Time of the Drive	- Recruitment drive process will be strated from 29-04-2021 with Telephonic round for a week.
Venue	-Virtuals
Expected Joining (dd/mm/yyyy)	- Immediately