



# ***Raj Kumar Goel Institute of Technology***

5th KM. STONE (OPP. JAIN TUBE CO. LTD.), DELHI-MEERUT ROAD,  
GHAZIABAD (U.P.) - 201003

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## **Notice**

RKGIT/274/CRC/2014-15

20<sup>th</sup> March, 2015

Attn: MBA (Marketing) Final Year Students (Batch-2015).

### **Subject: Recruitment Drive of ExtraMarks**

**ExtraMarks** is likely to conduct a recruitment drive for **MBA (Marketing)** final year students. The details is as follows:

#### **About the company:**

**Extramarks** is a new age digital education solutions provider. It provides 360o solutions for K-12 education. Within a short period of time, Extramarks has gained extreme popularity in schools across India, South Africa and Middle Eastern countries. More than 5000 schools and about a million students now use Extramarks products. Extramarks is also having its offices Singapore, South Africa and UAE. ( Brief about company is also attached here.)

**Designation :** School Relations Officer

#### **Salary Range for SRO (School Officer Relation):**

1. Conveyance	:	3500
2. Mobile + Internet	:	1000
3. Laptop from Company	:	25000 (Not included in the CTC)
4. Salary In hand (Min)	:	20k - 30k

There will be only PF deductions from CTC. i.e 1560.

#### **Job Description:**

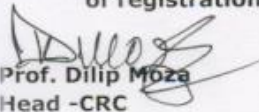
- To acquire new business in schools by cold calling, visiting, collecting data on schools
- Explaining business proposition to the school management
- Arranging, handling the product demo and details for closing the deal
- Handling documentation work (like signing the contracts)
- Maintaining and reporting the school's status on daily basis
- Pre and Post visit report to the line manager
- Good communication skills and to maintain good relations with the clients
- Achieve individual monthly targets and help line manager in sales & collection target

#### **Other Benefits:**

- Quarter Incentive Program by Company: On achieving a target of 50 classes per Q - (as per defined parameters) - Approx incentive = INR 50000 per quarter = approx INR 2 Lakhs per year minimum.

#### **Notes:**

- Interested students are requested to register in CRC department on or before 21st March 2015 (Saturday) till 1:00 PM.
- Date of interview & venue will be intimated post registration and depending upon number of registrations.

  
**Prof. Dilip Moza**  
Head -CRC

Cc:

Mr. Harsh Sharma-Faculty Rep.-MBA (B. Tech)  
Dr Vibhuti-HOD-MBA (B. Tech)  
Dr. Arvind Singh-Principal-MBA  
Mr.Upesh Bhatnagar-For Website update

Mr. Vipul Goel-Accounts Office  
Prof. V. K. Singh-Dean 2nd shift  
Shri H. G. Garg, Dean, RKGIT - GZB  
Dr. S. C. Gupta- Director Academics  
Dr. D. R. Somashekar, Director, RKGIT - GZB  
Prof. B. K. Gupta, Advisor, RKGIT - GZB  
Shri Dinesh Kumar Goel, Chairman, RKGIT