

**Prof. Neelam Srivastava**  
**Dean- Training & Placement**  
Prof.- Electronics & Comm.  
Institute of Engg. & Tech. (IET) Lucknow



Dr. A.P.J. Abdul Kalam Technical University  
Lucknow, Uttar Pradesh  
Sector-11, Jankipuram Extension, Lucknow  
E-mail: [dean.tp@aktu.ac.in](mailto:dean.tp@aktu.ac.in)

**Ref: AKTU/CTPC/2024/1173**

**12 Dec, 2024**

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

Subject :- Regarding “Intellipaat Software Solutions Pvt. Ltd. ” hiring opportunity for B.Tech(All Streams)/MCA/MBA from 2025 passing out batch

Dear Sir/Ma'am.

Pleased to inform you that as part of hiring process for B.Tech(All streams)/MCA/MBA from 2025 passing out batch, company “Intellipaat Software Solutions Pvt. Ltd” wish to invite the students as per the details attached herewith in (Annexure-A). you are requested to kindly go through and encourage the students for registration through the below-given Google Form Link latest by **15 December, 2024**.

<https://forms.gle/J6jimjvzqE2Q4gKZ8>

Registration Link:- <https://aktu.samarth.edu.in/index.php/site/login>

For any query please contact at [tnp@aktu.ac.in](mailto:tnp@aktu.ac.in)

Best wishes

(Prof. Neelam Srivastava)

Copy to:

- (1) Registrar, AKTU, Lucknow
- (2) Finance Officer, AKTU, Lucknow
- (3) Satff Officer to Hon' Vice Chancellor for kind information

(Prof. Neelam Srivastava)

## Campus Placements 2024

### Job Notification Form

#### COMPANY OVERVIEW

Name of the Company	Intellipaat Softwares Pvt. Ltd.
Website / Other source of Information	www.intellipaat.com
Company Type	Ed-Tech company
Brief write-up on the Company (50 to 75 words)	<p>Intellipaat is the leading global online professional training provider and create courses in collaboration with top MNCs and universities such as IIT Madras, IIT Roorkee, IIT Guwahati, IBM, Microsoft, etc., with more than 1 Million learners and 200+ corporates across 55+ countries learning on our platform. We are offering some of the most updated, industry-designed certification training programs which includes courses in Big Data, Data Science, Artificial Intelligence and 150 other top trending technologies. We help professionals make the right career decisions, choose the trainers with over a decade of industry experience, provide extensive hands-on projects, rigorously evaluate learner progress and offer industry-recognized certifications.</p> <p>We also assist corporate clients to upskill their workforce and keep them in sync with the changing technology and digital landscape</p>

#### JOB PROFILE

Job Designation	"Business Development Trainee/Associate"
Job Description	<p>Calling the leads provided in the CRM and understanding their requirements of career up- skilling and pitch the right course as per their needs.</p> <ul style="list-style-type: none"><li>• Proactively identifying cross-selling/up-selling opportunities with existing customers.</li><li>• Identifying references through the existing customer base to increase the sales pipeline.</li><li>• Should be maintaining all customer interactions in the CRM.</li><li>• Should have decent exposure working with any CRM like Sales force, Zoho, etc.</li><li>•</li></ul>
Place of Posting	Bangalore (6th Floor, Primeco Towers, Arekere Gate Junction, Bannerghatta main Road, Bengaluru, Karnataka 560076,

	India) Karnataka-560076
Key Responsibilities:	Managing all pre-sales to post-sales support activities for the assigned leads. <ul style="list-style-type: none"> <li>• Follow up on leads and conduct research to identify potential prospects.</li> <li>• Consistently achieve revenue targets in line with team/organizational objectives.</li> <li>• To understand customer requirements in the geography assigned and future product portfolio improvement based on past customer feedback.</li> </ul>
Type of Placement	fulltime
<b>SALARY DETAILS</b>	
Cost to Company (CTC)	9LPA (5,00,000 Fixed + 4,00,000 Performance Based Incentives)
Training Period	6 months
Salary / stipend paid during training	Rs. <b>25000</b> In hand Fixed salary for Six Months In this six months period you can earn the Performance Based Incentives up to 30000 per month Once you Complete your six months of training period.
Bond or Service Contract (If Yes, give details)	NO No Agreement, Bond or Contract will be taken from Company side if you want to leave the company @ any point of time you just want to serve the notice period and you can relieve from us.  Company will provide leaves only for Final Examinations not for Internals and No Preparatory Leaves  <b>NOTE:-</b> The first month's salary will be withheld and released together with the fourth month's salary. This policy is in place as a retention measure and applies equally to both interns and full-time employees, in accordance with company norms.
<b>SELECTION PROCESS</b>	
Shortlist from Resumes	NO
Written Test (Technical / Aptitude)	NO
Group Discussion	yes

Personal Interview	Yes
<b>Minimum Number of Offers You intend to make</b>	100 plus
<b>Eligible Department and Program</b>	B.Tech(All Streams) /MCA/ MBA 2025 batch
<b>Specific Eligibility requirement (Please mention)</b>	<ul style="list-style-type: none"> <li>• Excellent spoken and verbal skills</li> <li>• Ability to persuade and negotiate</li> <li>• Ability to work under stress</li> <li>• Ability to work in a team</li> <li>• Fast-learner, keen on details, and self-motivated</li> </ul>
<b>Registration Process</b>	<a href="https://forms.gle/J6jimjvzqE2Q4gKZ8">https://forms.gle/J6jimjvzqE2Q4gKZ8</a> <a href="https://aktu.samarth.edu.in/index.php/site/login">https://aktu.samarth.edu.in/index.php/site/login</a>
<b>Date &amp; Time of the Drive</b>	Third week of Decemeber,2024
<b>Venue</b>	virtual via zoom
<b>Expected Joining (dd/mm/yyyy)</b>	IMMEDIATE