At upGrad, we are committed to equality, inclusion and diversity to drive our business results and create a better future every day for our diverse employees, learners across the globe, university and business partners, and other communities.

At upGrad, we encourage every individual to bring their whole self to work, and this includes you! Thus, if you require any support or have any access requirements, we encourage you to advise us at the time of your application so that we can support you through your recruitment journey.

**<u>About us:</u>**

upGrad is an online education platform building the careers of tomorrow by offering the most industry-relevant programs in an immersive learning experience. Our mission is to create a new digital- first learning experience to deliver tangible career impact to individuals at scale. upGrad currently offers programs in Data Science, Machine Learning, Product Management, Digital Marketing, and Entrepreneurship, etc. upGrad is looking for people passionate about management and education to help design learning programs for working professionals to stay sharp and stay relevant and help build the careers of tomorrow.

- upGrad is the No.1 startup in India, as per the LinkedIn Top Startups 2020 list. This is the third year in a row that upGrad has been featured as one of the Top Startups by LinkedIn after 2018 and 2019

- upGrad has won the title of ET Best Education Brand 2020

- upGrad made it to the GSV Global EdTech 50 List 2020

- upGrad won the 'Best Communication and Teaching Platform' in the Education Innovation Awards 2020 by Entrepreneur India

- Received 'Takshila Award' by the 3AI Pinnacle Awards 2020 for upGrad's programs in AI, Analytics and Data Sciences

- Received 'Best Corporate Training Programme' by the 10th Annual Indian Education Awards 2020

- upGrad's Android App received the award under 'Innovative Initiative' at the mBillionth Awards 2020

- Received IAMAI 'Best Tech for Education' 2019

- Awards under the 'Best Education Brands' by Economic Times in 2018

- Most Innovative Companies in India' by Fast Company in 2017

- upGrad ranks as the fastest growing edtech company and overall 7th among all Indian industries, in terms of revenue, as per The Economic Times and Statista ranking

upGrad has ranked amongst the Top 50 in the FT Asia-Pacific High-Growth Companies 2021 List.

**Job Description:**

The ideal candidate for this role is that you are a proven sales performer adept in direct-to consumer consultative sales. You are comfortable working with high ticket size products that require focussed nurturing over a period and yet can build urgency for the end consumer to decide fast. You have worked in a highly competitive sales environment and have been at the top 10 percentile of your team.

**What will you be doing?**

●Being a mentor and guide, who potential learners can look up to for career advice.

● Counselling potential learners, helping them plan their career path and understanding how upGrad can catalyse their career.

●Carrying weekly enrolment/revenue and collection targets.

●Establishing the uniqueness and effectiveness of upGrad's model of online/blended learning.

● Owning the complete sales closing life cycle for leads assigned to you. This includes making phone/video calls, product demonstration, sales closing and post-sales relationship management.

● Maintaining a detailed database of all the interactions on the CRM with the leads and providing constant feedback to the marketing team on lead quality. What are we looking for?

●        Individual with outstanding English communication skills (written and verbal), interpersonal and presentation skills.

● Hardworking Individuals with high dedication and extreme determination.· Experience in EdTech sales would be an advantage.

●Rockstar sales performers with proven track records.

● Great listeners and trustworthy individuals who can bond with our potential learners. Individuals with the ability to approach any situation with patience and powerful empathy.

●        Individuals who take a disciplined approach towards building funnels, tracking feedback, prioritising tasks and overachieving targets and deadlines.

● Sales bent of mind, to understand and effectively communicate what upGrad is offering to its prospective learners and achieve revenue targets.

●Passion for always delivering the highest levels of customer service.

●Basic proficiency in MS Office Suite is required.

**What are your deliverables / KPI's?**

●Minimum of 100+ Dials every day with 40+ Connects.

●2 hours of talk time on an average per day & 1 Video Session

●2 enrolled students per week.

●Weekly revenue targets to be met consistently.

Requirements :

- Excellent Communication Skills

- Graduation and experience is mandatory