



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 Operations Executive

Roles and Responsibilities

- Recruitment and Training of Campus Executives from Universities across the country. To make sure Corizo expands into more and more Colleges / Schools, you are supposed to recruit, train and build the Campus Executives to spread Corizo's Passion Revolution!
- Partnering with Universities / Colleges and Schools to drive Corizo's programs. We also partner with Colleges and Schools for Offline and Online learning experiences. We conduct Events, boot camps, competitions and build tons, for brilliant learning experiences. You will play a pivotal role in organising, conducting, and managing such partnerships and collaborations.
- Effective follow-up with inbound and outbound lead calls, making presentations of prospects, and closing sales.
- Market Research. - Market research is an essential part of your recruiting and training Campus Executives from Universities across the Country. This is where you understand what the Students of that city are passionate about, and how to fill the gap between the jobs they are looking for and the skills that they need for the same.



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- Leading Expansions in New Markets. Expanding into newer Colleges / Universities / Schools to achieve deeper Market penetration in specific cities. This is done by conducting Market research, recruiting and training campus ambassadors, and helping Market Corizo in those cities/colleges.
- Continuous improvement on conversion rates by fine-tuning of sales pitches, cross-selling, upselling, and understanding prospect-product fit.

Skills Preferred:

- Excellent verbal and written communication skills (Preferably English).
- Ability to persuade and negotiate.
- Able to work in a team.
- Self-motivated and able to handle pressure

Interview Rounds:

1. Group Discussion
2. HR Round
3. Personal Interview

Compensation:

Stipend - INR 18,000 + INR 10,000 (variable incentives)

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

CTC after probation: 4 LPA + 2.5 LPA (variable incentives)

Location: Bangalore (Work from Office)

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