

Vedantu is India's leading online tutoring company which enables personalized learning. Vedantu delivers quality education with cutting edge technology which brings India's Top Teachers and students together in a LIVE interactive e-classroom. At Vedantu, teachers interact with students through a 2-way interactive whiteboard, which acts as a bridge to share LIVE audio and video feed. The company's sole mission is to create a world of quality education that is easily accessible to all by providing better experience than group classes and customizable in terms of choices.

Job Profile: - Academic Counsellor (Work From Home)

The job will include Roles and Responsibilities as follows:

- 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.

Competencies Required-

- Possess sound knowledge and understanding of consumer (students and parents) behavior.
- 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.
- Have good communication skills in English and the regional language with professional presentation.

PREFERENCES-

- Proficiency in English (Speaking) and English (Written)
- Candidates having good communication skills in more languages with professional presentation are preferred
- Have sales integrity
- Laptop/Desktop with decent internet connection

ELIGIBILITY- Final Semester Students (2021 Batch) & Pass Out Student(2019/2020 Batch) of Engineering & MBA can apply.

JOINING DATE – Immediate Joiners

LOCATION: Work from home

Rounds Involved:

Round-1	Group Discussion
Round-2	Personal Interview by NowIntern
Training Session	For Shortlisted Students
Round-3	Technical Round by Vedantu
Round-4	HR Round by Vedantu

Perks/Incentives- Starting Package- 3.3 LPA and post completion of 3 months – 4.5 LPA

Bond: 3 Months

Role is complete Work From Home and covered the GMC policy.