



GUJARAT TECHNOLOGICAL UNIVERSITY

(Established by Government of Gujarat under Gujarat Act No.: 20 of 2007)

ગુજરાત ટેકનોલોજીકલ યુનિવર્સિટી

(ગુજરાત સરકારના ગુજરાત અધિનિયમ ક્રમાંક : ૨૦/૨૦૦૭ દ્વારા સ્થાપિત)

Ref No.: GTU/ITAP/Placement/11

Date: 18-01-2020

CIRCULAR

Campus Placement Drive for Toppr

GTU ITAP is organizing campus drive for students for these required details are as follows:

About Company:

Toppr is India's leading ed-tech company with a mission to Make Learning Personalized. They adaptive after-school learning app for classes 5th to 12th is used by over 100 lakh students. Toppr have the widest syllabus support that covers over 20 subjects, 20 boards, and 50 exams. Toppr believe each child is unique with distinct learning needs. They are building Toppr as an adaptive platform to increase engagement, optimize learning and improve outcomes for all students. Toppr was started in 2013 by IIT Bombay alumni **Zishaan Hayath** and **Hemanth Goteti** and is backed by venture capital firms like SAIF, Helion, Eight Roads, and Kaizen.

Toppr has recently raised **\$75 million** in a funding round led by education-focused investor **Kaizen Private Equity**, venture debt firm **Alteria Capital, Brand Capital** and existing investors and we are going to use these funds to scale up our Teams and we are inviting you to be a part of this journey. Toppr has grown over **50x** in the last 3 years and is poised to grow to **\$2 billion** in 5 years.

Toppr, believes that talent is the greatest asset of our company and with the right people, we'll continue growing exponentially.

What is Toppr looking for...

Toppr is looking for **Academic Consultants** who will be our front line Sales Executives that will help us pitch our product to the prospective customers. Kindly go through the attached JD for more details.

Educational Qualification	All branches graduating/ post graduating out in 2020
Experience	No experience required (60% in XII exam required)
Job Location	Pan India

What shortlist candidate can expect from us...

We will receive monetary, non-monetary benefits and the best career growth in the industry.

Compensation & Benefits	3 LPA (for UG)/ 3.5 LPA (for PG) + Performance Incentives (upto 7LPA) + Travel Reimbursement + Mobile Allowance
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The Compensation will revise to 5LPA +7 LPA incentives after successful completion of 6 month probation period.

*Winners of : ICT Enabled University Award E-India - 2009 ❖ Manthan Award - 2009 ❖ GESIA Award - 2011
❖ Digital Learning WES - 2011 Award ❖ AIMS International Innovative University Award - 2013*

Chandkheda : Nr. Campus of Vishwakarma Government Engineering College, Sabarmati - Koba Highway, Nr. Visat Three Roads, Chandkheda, Ahmedabad - 382 424. Gujarat, India Ph. : 079 - 232 67 500 Fax : +91 - 79 232 67 580

Ahmedabad : 2nd Floor, ACPC Building, L. D. College of Engineering Campus, Navrangpura, Ahmedabad, (Gujarat) India - 380 015. Phone : + 91 - 79 - 26 300 499 / 599 Fax : + 91 - 79 - 26 30 1500

Gandhinagar : K-6 Circle, E-4 Electronic Estate G.I.D.C., Nr. Government Polytechnic, Sector-26, Gandhinagar - 382 028 Gujarat. e-mail : info@gtu.ac.in URL : www.gtu.ac.in



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Registration Link: <https://forms.gle/uxkNhdiYZRUrYfko9>

Last Date for Registration: 21-01-2020 (Tuesday)

For any Query contact on,

ITAP (Integrated Training & Placement)
Gujarat Technological University, Ahmadabad
07923267550/582
itap@gtu.edu.in



-Sd-
I/C ITAP Head

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ABOUT THE ROLE

Toppr is looking for an Academic Consultant (AC) who is passionate about changing the way millions of children learn. He/she schedules and conducts structured counseling sessions. Through this session, the AC analyses a student's need for Toppr and helps him/her buy the subscription. ACs at Toppr are enthusiastic about bringing a change in the field of education. They take independent, well-informed decisions based on their insight into ground reality. So, if you love interacting with people, are extremely student-centric and are committed to spread personalized learning, then we are looking for you.

WHY SHOULD YOU JOIN TOPPR

- Weekly incentives: Opportunity to earn incentives on a weekly basis. Participate in regular contests and get a chance to win exciting prizes.
- Perks and bonuses: Earn 3x more than your fixed pay. We appreciate your efforts by providing exciting perks and bonuses tailored specifically for you.
- Custodian of a bright future: Create the right educational path for students. Help them overcome their obstacles to learning by using Toppr.
- As the business grows, you grow: We want Toppr to be built from within. We look at you as someone with the potential to become a future sales leader.
- Learn from the best: Learn from leaders whose teams have brought over 25x growth over the last 2 years.

HOW YOU'LL RAMP

By Week 2...

- Participate in Toppr's dynamic Classroom Training (CRT) where you'll get up-to-speed with Toppr's journey, mission, values, product and sales processes.
- Attend counseling sessions with your experienced team members to gain first-hand experience of the counseling process.

By Week 26...

- Post successful completion of CRT, join the field-sales team as a Trainee Academic Consultant in the On-Job-Training (OJT) phase
- Get continuous support from your sales leaders and experienced peers through regular training sessions and performance reviews
- Become an expert at understanding students' profiles and their problems through structured counseling sessions. Explain to students how Toppr's personalised learning app addresses their needs.

Post Week 26...

- Manage a portfolio of a large number of students. Watch the revenue you bring in make a widespread impact on Toppr's business.
- Coach and mentor your new team members and help them get up-to-speed with Toppr and its counseling process.

KEY QUALIFICATIONS

- MBA/PGDM or B.Tech/BE from recognized institutes. B.Com or equivalent graduates from reputed colleges can also apply.
- Awareness of the subjects taught from classes 5 to 12 across various boards/curriculums globally. Sound knowledge and understanding of the challenges students face in schools/coaching classes.

WHO YOU ARE

To be successful in this role, you'll need to have the following skills:

- Integrity: As an AC, we entrust you with our Customer Resource Management (CRM) tool and sensitive student-related data. We expect you to handle it with utmost responsibility and care.
- Empathy: Ability to approach any situation with patience and natural empathy.
- Drive: Enthusiasm and will to work relentlessly for achieving and exceeding business targets.
- Communication: Excellent communication skills in English and/or the regional language.
- Continual learning: Eagerness to learn and upgrade your product knowledge. Stay updated about the changes in the educational system.

ABOUT TOPPR

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