



Final Placements 2018-19

About the company:

Autogram was started by IIT-Kharagpur and IIM-Ahmedabad alumni in 2017. It is an HR Technology platform that helps students in Becoming Job-Ready and getting the Right-Job. Our range of services include:

- **Corporates** - Fresher Hiring, Lateral Hiring, AI-based Screening, Employer branding.
- **Colleges** - Campus Branding, Soft-skills training and Placements.
- **Students** - Resume Building, Mock Interviews, Expert feedback and Job Opportunities.

Through Autogram, students are not only able to showcase their true potential to the companies but they are also able to become **INTERVIEW-READY** by practising mock interviews and real-time feedbacks from experts.

Today, Autogram is working with **40+ companies** in India and **300+ institutes**.

25000+ students have enrolled into Autogram for their placement preparation and we have helped **500+ students** to get their dream jobs.

We are also working on cutting edge Artificial Intelligence technology to analyse human behaviours from their Video by understanding their Facial expressions, Voice tone and Speech analysis. To know more please visit: <https://myautogram.com>



Job Title: Campus Operations Executive

Roles and Responsibilities:

- Building relations with TPOs of various campuses in India.
- Liaison with clients to understand their campus requirements and accordingly design an end-to-end plan of execution.
- Should be able to liaison with all the colleges and management institute to reach the target audience.
- Interacting internally with the departments for resolving client queries and escalations.
- Data Management including updating of all details related to new client and providing clear download for all departments.
- Follow up with team for closure.
- Come up with ideas to improve the experience of students and TPOs on our platform.

Other Aspects / Skills :

- Ability to handle multiple assignments in a fast-paced environment.
- Self-motivated with strong organizational skills and exceptional attention to detail; highly motivated to succeed under minimal supervision leveraging social media, SharePoint and Microsoft Office.
- Ability to learn.
- Excellent communication and interpersonal skills.

CTC: 3 lakhs per annum

Location: Kolkata

Eligibility: All UG and PG students, year of passing out 2018 and 2019.

Job Title: Academic Consultant - Job Ready Program

Roles and Responsibilities:

- Responsible for sales of a product or portfolio at Autogram.
- Identify and develop new sales opportunities within assigned territory through networking and cold calling efforts.
- Define prospects, schedule appointments, and close sales.
- Strong sales bent of mind, in order to understand and effectively communicate what Autogram is offering to its prospective job-seekers and close applications.
- Make propositions, give suggestions and achieve sales target and job obligation to each team member.
- Analyzing and sharing active feedback about the customer behavior, market demands and competition to the marketing team.
- Must be a team player with the ability to work independently, prioritize tasks, and meet targets/deadlines
- Ability to travel intra-city as needed.

Other Aspects / Skills :

- Keen interest in counselling.
- Approachable and vibrant personality.
- Ability to approach any situation with patience and very strong empathy.
- Passion to deliver the highest levels of customer service at all times.
- Being interested in mentoring students.
- A knack for sales and positioning an idea.

CTC: 5 - 5.5 lakhs per annum

Location: Kolkata

Eligibility: All UG and PG students, year of passing out 2018 and 2019.

Job Title: Relationship Manager - Institutions

Roles and Responsibilities:

- Relationship Manager - Institutions at Autogram is expected to own the experience, revenue and contract renewal with a set of colleges in a geographical region in India.
- Sell the concept of Autogram and partner program to colleges - set and manage client expectations well.
- Building a network of colleges and universities that will use the Autogram Solution.
- Everything from acquisition, retention and growth to delivery at our partners will be your responsibility.
- Own booking, invoicing and collection of revenue from partner colleges
Responsible to create brand Autogram & close sales in the graduation and post graduation (colleges/universities) space.
- Responsible for generating leads, making effective sales pitch, assessing customer behaviour via market research and campus networking.
- Make visits to existing partner and associate colleges.
- Ensure an awesome experience for partners by leveraging technology and account managers expertise.

Other Aspects / Skills :

- Working proficiency in MS Excel and decent Email writing skills.
- Disciplined aggression and record of consistently exceeding revenue targets.
- Good business acumen and analytical abilities.
- Easily builds relationships / connects with people - values relationships.
- Smart/ High IQ: Ability to solve problems when less parameters are given.
- Strong verbal communication in English as well as local language.

CTC: 6 - 6.5 lakhs per annum

Location: Kolkata

Eligibility: All UG and PG students, year of passing out 2018 and 2019.

Job Title: Relationship Manager - Corporate Sales

Roles and Responsibilities:

- Developing a business tie up with large institutions/corporate & Key accounts for Autogram.
- Researching and identifying sales opportunity, generating leads, target identification and classification.
- Generating leads through networking,reference,existing customer database and cold calling.
- Reaching out to new customers and making presentations or pitches outlining the benefits of product/ services.
- Understanding the client requirements and then customizing the product/ services as per their needs.
- Maintaining relationship with all potential and existing clients.
- Ensuring proper servicing and after sales support to clients.
- Data reporting to management and gathering market intelligence.

Other Aspects / Skills :

- Excellent verbal communication in English as well as local language
- Strong interpersonal skills
- Ability to understand client's needs and present solutions
- Understanding of market and product.
- Working proficiency in MS Excel and decent Email writing skills.
- Disciplined aggression and record of consistently exceeding revenue targets.
- Easily builds relationships / connects with people - values relationships
- Smart/ High IQ: Ability to solve problems when less parameters are given

CTC: 6 - 6.5 lakhs per annum

Location: Kolkata

Eligibility: All UG and PG students, year of passing out 2018 and 2019.