



Campus 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: 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: 3.5 - 4.5 lakhs per annum

Location: Kolkata

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