



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: 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: 3.5-7lakhs per annum

Location: Kolkata

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