



Department of Placements and Training

CIRCULAR

Ref: //Dr.TTIT/2017-18/081

Date: 29.04.2018

We are happy to share that the 2018 batch students registered with CoCubes are eligible to participate in “**CoCubes**” drive.

Company Profile:

CoCubes is India's largest assessment and hiring platform. We run assessments to measure employability across all domains – from programming to plumbing. CoCubes works with 750+ corporate clients to execute entry level and lateral assessments and has access to more than a million candidates through its platform. We run 3 million+ assessments each year in 350+ cities; thus, everyday helping our corporate clients reduce interview bandwidth using our central assessment platform, helping our institutional clients measure and improve employability and helping candidates move ahead on their career path. Our vision is to ensure that everyone in the country gets an equal opportunity to build a career. We are the visionaries of this space with a strong growth trajectory and an exciting firm to be with. CoCubes is part of Aon plc (NYSE: AON)

We are a young and passionate team of 125+ people (all of an average age of 27!). The founders, leads and all team members use similar workstations. We DON'T have a single enclosed work cubicle in our office! We promise to always be 'Responsibly Relentlessly Resourceful' while having fun at work.

Job Details

Roles and Responsibilities:

Role of Assistant Manager – Business Development

- We are the leaders in this domain and are looking for a key contributor to increase our presence in the region assigned. The primary responsibilities for this role are:
- Retain existing clients by interfacing with Talent Acquisition Heads
- Grow business from existing accounts by meeting business leads and Head – Recruitment/HR
- Sign up new accounts for our product PRE-ASSESS®
- Evangelization and sign-ups for strategic initiatives (new products)

Experience

- We don't care about your academic background
- But we care about past experience in selling to corporates
- Consistent track record of meeting and exceeding targets
- Experience of interacting with HR professionals (recruitment related) is preferred

Desired Qualifications / Traits

- Previous experience in closing sales and growing accounts through account management
- Strong written and oral communication skills
- Pleasant to interact with ability to build relationship and connect with people –values relationships
- Self driven and passionate about work and life both!
- Integrity and professionalism in work.

Joining Location: Chennai

Joining Period: Immediate

Interview Location: Chennai

Salary:

- **CTC: 4-4.5 LPA(3LPA (Fixed) +1LPA-1.5LPA Variable**

Bond: None

Note: Candidates graduated from Tamil Nadu/Karnataka are only eligible to apply.

Selection Process

- Online Application through CoCubes.
- All applied candidates need to travel to venue campus for further rounds of interview (Venue will be conveyed 3 days in advance)
- Further Rounds: 1) Group Discussion, 2) Face to Face Round, 3) HR Interview

Selection Criteria

Throughout percentage : 60 - 100

College percentage : 60 - 100

Batch : 2018

Degree : Bachelor of Engineering

Branch: Accounting, Aeronautical, Agricultural, Architecture, Automobile, Bio Chemical, Bio Technology, Biology, BioMedical, Chemical, Chemistry, Civil, Computer Science, Construction, Electrical, Electronics, Electronics & Electrical, Environmental, Industrial, Information Technology, Instrumentation, Manufacturing, Maths, Mechanical, Metallurgy, Mining, Paint, Pharmacy, Physics, Polymer, Power, Production, Science, Telecommunication, Textile, Other

Bond Period : No Bond

Communication Skills : Prefer good communication skill

Event Date: **08 May, 2018 10:00 AM**

Last Date to Apply: **04 May, 2018 10:00 AM**