

Training & Placement Cell  
Dr. B. R. Ambedkar University Delhi  
Room No.23, Kashmere Gate Campus  
Delhi-110006  
Email: [placements@aud.ac.in](mailto:placements@aud.ac.in)

**Sub: - Placement opportunity for MBA students of Dr. B. R. Ambedkar University Delhi passing out in 2023 in the company “CUR8”.**

Please find the below details of placement opportunity for MBA students of batch passing out in 2023 in the company “CUR8” for your reference and circulation to students to apply on given link by 02.05.2023.

**Registration Link:-** <https://forms.gle/fKmHRDqRjY7HLwWj7>

**Name of the Organization: - CUR8,** <https://cur8.in/>

**About the Organization: -**

CUR8 is India's first revenue-tech firm working exclusively with 120+ leading startups & enterprises to help them maximize revenue by creating the best revenue teams. It is established in 2021. CUR8 is built by a seasoned IIM alumni team and backed by over 26+ leading angel investors in the country, and its hiring processes are vetted by over 90+ seasoned industry professionals. CUR8 runs low cost, intensive, outcome focused & gamified cohort-based courses for students & professionals looking to launch great careers in business roles at India's leading firms. Perform the best in our cohorts and our gamified case studies and get access to rewards like recruiter connects, job opportunities, detailed 1-1 feedback, exclusive content and much more! They also partner with institutions to power placements preparation and with corporates to power talent upskilling.

**About the Job: -**

- Business Development

**Roles & Responsibilities: -**

- Generating pipeline via researching brands and clients in our target audience.
- Plan and execute outbound and inbound sales strategies.
- Extensive cold calling (leads are provided) and sometimes lead generation is required.
- Getting on product demos, taking regular follow-ups, and converting prospects to customers.
- Serve as the first point of contact for prospective clients during the sales and onboarding process.
- Serve as subject matter expert on the company's value proposition while striving to understand and address prospective clients' needs.
- Be involved in every stage of business development and sales cycle from prospecting to giving demos and closing deals.
- Meet and exceed sales goals with set KPIs for calls, meetings, proposals, and opportunities won/lost.

- Listen intently to the market and customer to ensure our messaging and product features are best in class.
- Work in collaboration with the client, product, and technical teams to delight customers.

**Requirements: -**

- Excellent verbal and written communication skills, including facilitation of group presentations.
- Proficiency in Microsoft Office applications, including Outlook, Word, Excel, PowerPoint, and Access and industry-specific analysis software.
- Basic understanding of the industry, with the ability to become a subject matter expert on the job
- Innovation and problem-solving skills that include the ability to develop and propose equipment-based solutions for clients
- Communication and negotiation skills and time management skills.
- Ability to build rapport.
- Time management and planning skills

**Salary: -**

- 4 to 7 LPA

**Job Location: -**

- Gurugram

**Qualification: -**

- PG (MBA)

\*for batch 2022-23

**ONLY ELIGIBLE AND INTERESTED STUDENTS OF DR. B. R. AMBEDKAR UNIVERSITY DELHI ARE ADVISED TO APPLY.**

**(Mr. Sachit Sharma)  
Assistant Registrar  
Training & Placement Cell**