

Dr. Ayush Srivastava
Assistant Registrar
Nodal Officer-Training & Placement



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Ref: AKTU/UIIC/2020/258

06th Nov' 2020

To
Directors/Principals
Colleges affiliated/associated to Dr. APJ Abdul Kalam Technical University Lucknow, Uttar Pradesh

Subject: **Regarding company Skillate hiring opportunity for Graduates (All streams) students of 2020 & 2021 batch**

Dear Sir/Ma'am,

Please to inform you that as part of hiring process for Graduates (All streams) students of 2020 & 2021 batch, company Skillate wish to invite the students of AKTU affiliated colleges for this drive. Please find invitation and link for the participation of students as per the details attached herewith (Annexure A). You are requested to kindly go through and encourage the students for registration latest by 08-Nov-2020.

ERP Link: erp.aktu.ac.in (**MANDATORY**)

If you have any concern, you are requested to feel free to write at tnp.aktu@aktu.ac.in

With warm regards,

(Dr. Ayush Srivastava)
Assistant Registrar
Nodal Officer – Training & Placement

Copy to:

1. Registrar, AKTU, Lucknow
2. Finance Officer, AKTU, Lucknow
3. Controller of Examination, AKTU, Lucknow
4. Dean Student Welfare, AKTU, Lucknow
5. Media Prabhari, AKTU, Lucknow
6. Technical Officer, AKTU, Lucknow
7. In-charge Placements, AKTU, Lucknow
8. Staff Officer, Hon'ble Vice Chancellor for kind information

(Dr. Ayush Srivastava)

Campus Placements 2020

Job Notification Form

COMPANY OVERVIEW

Name of the Company	Skillate
Website / Other source of Information	http://www.skilate.com/
Company Type	HR Tech Company
Brief write-up on the Company (50 to 75 words)	<p>Skillate is a HR Tech SaaS platform helping companies to optimize their recruitment operations using Artificial Intelligence and Machine Learning algorithms. Most of the recruitment process is still manual, tedious and complicated and we believe that in this day and age, the enterprise should leverage new technologies to automate their recruitment process.</p> <p>By building a world class enterprise software that combines both human and artificial intelligence, we are on our way to automate most of the recruitment operations in India and Globally.</p> <p>We believe that special companies are built only when extremely smart and highly motivated individuals work towards a common goal. We started from a 2 BHK flat, went through SAP Labs Accelerator Program and now, backed by one of the leading VC firms in Japan. But it's still day one, there's lots to be done.</p>

JOB PROFILE

Job Designation	Business Development Intern
Job Description	<ul style="list-style-type: none"> • The candidate will be responsible for establishing contact with businesses through the effective use of resources. • The selected candidates will be the first point of contact/ face of the company for the prospects/corporates in the US and India markets. • Perform lead generation/ inside sales on a daily basis for the US and India market. • Implementing strategies to gather information and validate the prospect by using a consultative approach. • Preparing and maintaining a sales pipeline for the assigned region. • Demonstrate good and professional ability to interact with potential customers. <p>Perks:</p> <ul style="list-style-type: none"> • Certificate, Letter of recommendation, Informal dress code, 5 days a week
Place of Posting	Bangalore
Key Responsibilities:	Same as JD
Type of Placement	Internship with pre placement offer

SALARY DETAILS

Cost to Company (CTC)	On successful conversion to a permanent employee, the candidate can expect a salary of Rs. 5 Lac/ Annum (4 Lac Fixed and 1 Lac Variable)
Training Period	6 Months

Salary / stipend paid during training	INR 15000/- per month fixed and 5-10k variable (depends on performance)
Bond or Service Contract (If Yes, give details)	NA
SELECTION PROCESS	
Shortlist from Resumes	Convincing Skills, Good Listening Skills, English Proficiency (Spoken), and English Proficiency (Written). Passion to make their career in Business Development line.
Written Test (Technical / Aptitude)	NA
Group Discussion	NA
Personal Interview	2 to 3 Round of Interview
Minimum Number of Offers You intend to make	5
Eligible Department and Program	Graduates (All streams) of batch 2020/ 2021
Specific Eligibility requirement (Please mention)	<ul style="list-style-type: none"> • 60% throughout in 10th/12th or Diploma and UG • Ability to make a positive impact on every interaction. • Able to understand the prospect's needs. • Convert the lead into a qualified sales opportunity. • Excellent written/ oral communication skills. • Are available for full time (in-office) internship • Have completed their undergraduation in 2020 or will be completing in 2021 • Can start the internship in the first week of January • Are available for a duration of 6 months • Have relevant skills and interests
Date & Time of the Drive	YTD
Venue	YTD
Expected Joining (dd/mm/yyyy)	1 st week of Jan' 2021