



Bharati College
(University of Delhi)



OPUS
TRAINING AND PLACEMENT CELL

Placement Opportunity



Organization:	HiCounselor (https://hicounselor.com/)
Profiles:	<ul style="list-style-type: none">● Growth Hacker (Marketing Manager)● Business Development Manager● HR Manager
Eligibility:	Final Year Students across All Courses
Joining Date (Duration):	Immediately
Mode:	Work from Home
Skills:	Refer to the JD
Working Days & Hours:	5 days, 10 am-7 pm or 11 am-8 pm
Package:	Refer to the JD
Selection Procedure:	<ul style="list-style-type: none">● Assessment Task● Video & Presentation● Interview
Registration Link:	https://tr.ee/vl7EyH9mrh
Last Date for Application:	17th March 2024, 11 pm

Job Description

1. Growth Hacker (Marketing Manager)

Package: 6 LPA (CTC)

Roles and Responsibilities:

- Work directly with the leadership team to advance online marketing efforts.
- Craft and execute innovative and creative marketing campaigns.
- Understand customer behaviour and derive meaningful insights to optimize marketing.
- Create communities as a part of the marketing strategy.
- Identify ideal customers and implement digital strategies to acquire them.
- Connect with B2B stakeholders to ensure the success of marketing campaigns and ideas.

Skills:

- Strong communication skills
- Street-smart with an innovative approach.
- Great presentation skills.
- Strong storytelling ability.
- Attention to detail and common sense.

2. Business Development Manager

Package: 6 LPA (CTC)

Responsibilities:

- Connect with executives via phone, email, or Zoom to discuss potential partnerships and solutions.
- Conduct thorough research on potential leads and their organizations to tailor sales strategies.
- Build and maintain trust-based relationships with CEOs, CTOs, and CHROs.
- Setup meeting to conduct product demo for hiring partnerships.
- Negotiate and close deals with high-level executives, ensuring mutually beneficial terms.
- Ensure successful post-sale implementation and ongoing satisfaction with account management.
- Establish a feedback loop with executives to refine and improve the partnership continuously.

Skills:

- Strong communication skills.
- Ability to work without much supervision.
- Great presentation skills.
- Strong storytelling ability.
- Attention to detail and common sense.

3. HR Manager

Package: 5 LPA (CTC)

Responsibilities:

- Sourcing and hiring talent
- Establish relationships with employees

Skills and Experience:

- Ability to find talent in a competitive market
- Excellent verbal and written communication skills