

About:

Our journey has been exhilarating so far, and we're looking for bright, energetic individuals to join us as we speed ahead. For the past 10 years, FACE is working with a mission of eradicating underemployment and unemployment from India. Every year 100s of graduates join us in working towards this mission and transform themselves as young leaders.

India is plagued by 2 problems with respect to its job market: Unemployment & Underemployment. Roughly 28 million people graduate every year in India. Out of which a meagre 3 million are able to find jobs in the organized sector. Others, either do jobs which are way below their caliber or don't find jobs at all. The major reason behind such a scenario is the lack of skills. To further strengthen this claim, a national employability report has stated 80% of the engineering graduates lack the right skills to get employed.

Roles on offer

1. Associate – Inside Sales

Roles and Responsibilities:

- Building and relationships with institutions virtually
- Own and lead end to end Sales process from lead generation, lead qualification, proposal submission, Contract Negotiation and Closure.
- Engage prospects/Clients through diverse mediums (Social Media, Warm Calling ,Email , User groups etc.) and generate quality leads
- Proactively refine lead generation , lead qualification process and pitch for engaging customers/prospects
- Guide clients on service selection & product related services.
- Skills required:
- Strong communication skills & having any Bachelor's/Post Graduation degree.
- Inclination towards sales role
- Target oriented and willingness to stretch
- Excited about working in entrepreneurial ecosystem
- Proactive and self-initiated hustler
- A get-things-done attitude with high level of ownership.

Think Placements. Think FACE.

2. Manager – Business Development

Roles and Responsibilities:

- Develop an understanding of the FACE engagement model, training products and allied services
- Work with the Business Head of respective state and handle Business Development efforts—both new client acquisition and existing client servicing- in assigned region
- Create and execute a well-defined market entry strategy for geographic expansion into assigned region
- Identified markets are all over India
- Solicit tie-ups with Colleges for meeting their training requirements
- Engage in business intelligence and competitor mapping to understand the businesses of competitors and design BD strategies to clearly differentiate FACE
- Overall be a champion for the FACE brand in assigned region

Skills required:

- You are an extrovert
- You like to talk to people, build relationships, convince others
- You have excellent communication skills—oral and written
- You like to travel to obscure places
- You like fresh air, the hot sun and the outdoors and hate sitting long hours inside an A/C office
- You have a militant passion for marketing and Business Development
- You have strong execution orientation

Eligibility Criteria:

B.com/BBM/Arts and science graduates

Compensation:

- A stipend up to Rs. 15,000 (Rs.10,000 fixed + Rs. 5000 Incentives)during probation
- On completion of probation, the package will be revised to Rs. 2.4L Fixed + 1.6L Variable
- Attractive mix of fixed and variable component of salary

Note: Two years service agreement is mandatory after the confirmation of employment.

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