

	JOB TITLE	Campus Manager (Sales & Marketing) - Internship
	DEPARTMENT	Prepp (Youtube)

Collegedunia is an education portal, matching students with the best colleges in India abroad. We help in college research, exam prep tips, application process & also provide insights on-campus life. Launched in 2014, we are the highest ranked portal by Similar Web in education.

We have also been awarded as - Best Educational Portal- by IAMAI in 2017, and listed by TechinAsia as Top 100 Startups in Asia. Collegedunia is fueled by the energy of over a 1000 individuals having an average age around 25 years. The talent pool comprises data analysts, engineers, designers, writers, managers, marketers, which is increasing at 10% every month.

Collegedunia Sees fastest growth amongst peers- Report 92Cr Revenue in FY20-21 Featured in Live Mint <https://www.livemint.com/brand-post/collegedunia-sees-fastest-growth-among-peers-reports-92-cr-revenue-in-fy2021-11627909879747.html>

We have multiple product lines as follows:

1. [Collegedunia.com](https://collegedunia.com)
2. [3dot14](#) (the Ad Network)
3. [MediaFinity](#) & [MobiSaturn](#) (Ad Network arms or affiliates of 3.14) (Launched 2020)
4. [Zoutons.com](#) (India + US Coupons)
5. [Car hp](#) / [Carindigo](#) (Auto for the US Market)
6. [Frizza](#) / [KickCash](#) (India Cashback)
7. [Prepp](#) (Test Prep for Competitive Exams - Launched 2020)
8. Collegedunia Study Abroad.

To Know More About Us:

- <https://www.linkedin.com/company/collegedunia>
- <https://www.techinasia.com/india-collegedunia-career-counseling>
- <https://www.thehindubusinessline.com/business-wire/collegedunia-bags-first-position-in-india-digital-awards-2017/article9538122.ece>

Work Culture:

- <https://medium.com/life-at-collegedunia>

About your new role (Campus Manager – Sales & Marketing Intern) [2-5 Months]

- Work as a community manager identifying potential UPSC aspirants and engaging on a fortnightly basis through events and seminars on campus/ virtually.
- Ideating and creating on-ground offline marketing campaigns to increase reach and visibility in the campus and help potential UPSC aspirants in their preparation journey.
- Coordinate on ground for fortnightly community meetups and webinars with our team and faculty and distribute promotional/ preparation material.
- Work as a key account manager and responsible for bringing in business through direct/ referral sales.
- Maintaining databases and business pipeline and working on weekly MIS reports. You'll also be tasked to create relevant community groups and share content for higher traction.

What Makes You a Great Fit:

- This opportunity is open for students in 2nd, 3rd and 4th (if applicable) year of their study.
- A strong bias for action and an ambition to reach and engage with people with creative problem solving.
- Work independently under minimal direction with a strong work ethic.
- Tele sales experience is a good to have – ability to confidently reach out to students/groups from different streams with a mind-set that will constantly think about sales, reach and operations.

Incentive and Benefits:

- Event Organization Incentive: Fixed INR 3,000/ event (Min headcount 50 students)
- Variable Component: 10% commission on successful converts
- Additional Perks: Community Identification Incentive, Letter of appreciation, and Prepp Merchandise

Indicative Incentive Range/month – INR 15,000 – INR 35,000 (No upper cap in the variable)

PPO and PPI opportunity available to high performance individuals across multiple roles at Collegedunia