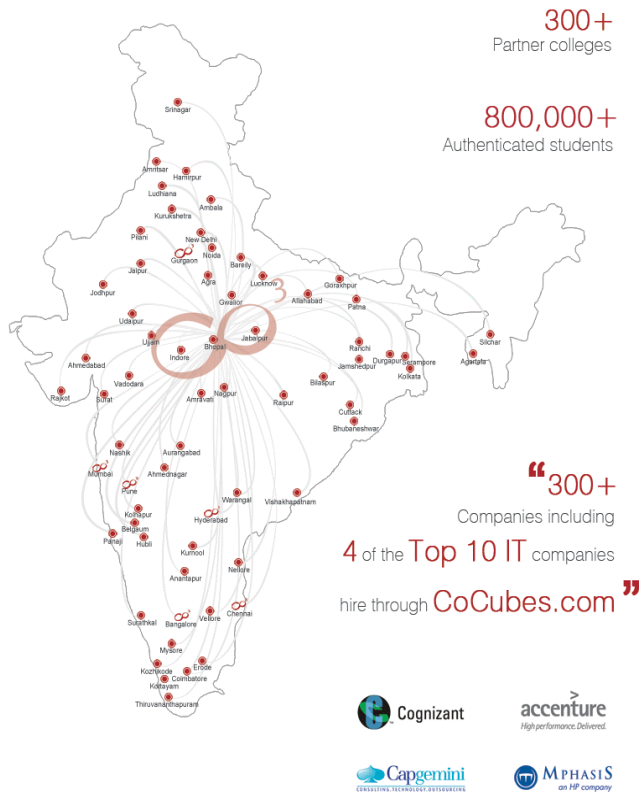


Welcome to a **Career** that will help build a **Career** for every student in India!



Job Description: Manager- Institutions

About CoCubes.com



CoCubes.com is **India's largest student engagement and campus hiring platform**, venture funded by NS Raghavan (co-founder of Infosys), founded by Harpreet S Grover and Vibhore Goyal, first year roommates from IIT Mumbai. We are based out of Gurgaon.

CoCubes.com aims to bring a paradigm shift in campus recruitment by bringing all colleges, recruiters, training firms onto a single platform. Our vision is to ensure that **each student in every corner of India gets equal opportunity to build a career** and we believe this is only possible by taking him online and creating a community of authenticated users that is accessible to corporates.

We are the visionaries of this space and an exciting firm to be associated with. We are growing at almost 700% YoY. You can't ask for more!

Some of our notable recognitions include:



[NASSCOM 'Top 10 Emerging Companies' in India, 2010](#)

[RASBIC Award for Innovation in Recruitment, 2011](#)

[Businessworld's 25 Hottest Young Entrepreneurs of India](#)

[TiE- Lumis Partners Entrepreneurial Excellence Awards, 2011](#)

With over 800,000 students on our platform spread across 2000+ colleges from across 26 states, we allow corporates to engage with students with a click of a mouse. To see how we enable student engagement, click on the following links:

- www.cocubes.com/cognizant
- www.cocubes.com/accenture
- www.cocubes.com/aricent#contest_why_join
- www.cocubes.com/patniindia#contest_teamwork

We are a young and passionate team of 80 people and growing (all of an average age of 26!). We have organizational hierarchies only for fixing accountability across people. The Founders, President, Vice-Presidents, Managers and all Associates use similar workstations. **We DON'T have a single enclosed work cubicle in our office!** We believe in **having fun** at work and being 'cool' with a promise to be 'Responsibly Relentlessly Resourceful.'

For more on our Culture and Careers @ CoCubes visit our page <http://www.cocubes.com/hiring.aspx>

Role of Manager- Institutions

Manager Institutions at CoCubes.com is expected to own the experience, revenue and contract renewal with a set of colleges in a geographical region in India. Such a team member is expected to:

- A. Well adept with Technology Platform of CoCubes.com (we have a rigorous training program for this)
- B. Understand, imbibe and preach our business model and logical reason for its success
- C. Make visits to existing partners and associate colleges
- D. Ensure we sign as many colleges as possible and ensure their experience with CoCubes.com Partnership program is of the highest order

The position will be based out of Gurgaon or the region which the team member is responsible for. This profile entails quite a bit of travelling. Travelling costs and incidentals are reimbursed on actuals as per company expense policy.

Primary Responsibilities

- Sell the concept of CoCubes.com and partnership program to colleges- *Important to ensure correct expectations with the college*
- Own booking, invoicing and collecting revenue from partner colleges
- Ensure smooth and great experience of partners by leveraging technology and team of Account Managers
- The team member will also be responsible of renewal of contracts with colleges. This will happen as a result of correct expectation setting, smooth experience and great delivery

Experience

- 1-4 Years experience
- *Preferred to have had sales experience*
- Strong verbal communication (ability to convey ideas in local language)
 - English speaking is not crucial- Honesty and sincerity must come across in verbal communication
 - Local language skills are preferred
- Excel/Email Skills
- Smart- IQ- Problem Solving- Can (s)he solve problems where less parameters are given
- Relationship Driven
- Disciplined Aggression

Desired Qualifications / Traits

- Good business acumen and analytical abilities (including eye for detail)
- Strong written and oral communication skills
- Easily able to build relationship / connect with people. Values relationships
- Self driven, persistent, action oriented and goal driven
- Is not shy of using technology. Is an adopter of technology herself / himself
- Integrity and professionalism in work
- Can work under pressure

Interested candidates can apply to sameer.nagpal@cocubes.com. Please keep the title of the mail as “Application for a position in the College Sales Team”.