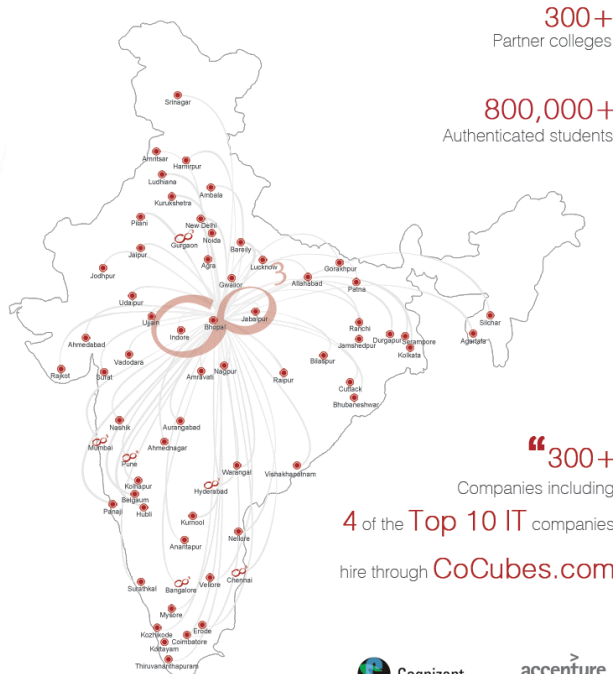


# Welcome to a Career that will help build a Career for every student in India!



## 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.

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!

“300+ Companies including 4 of the Top 10 IT companies hire through CoCubes.com”



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 from 2000+ colleges across 26 states, we allow corporates to engage with students with a click of a mouse. To see how, click on the links below.

➤ [www.cocubes.com/cognizant](http://www.cocubes.com/cognizant)

➤ [www.cocubes.com/accenture](http://www.cocubes.com/accenture)

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 with a promise to always be 'Responsibly Relentlessly Resourceful.'

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

## Role Description of Lead- Managing Colleges

Every College Account Manager handles a certain number of colleges and executes processes based on a checklist while striving to build a better relationship. College Account Manager Lead would lead this team and help ensure:

- Each MC Owner executes set processes with partners- measurement and delivery happens
- Every difficult situation is managed well and expectations are managed with our partners
- Development of a deep relationship with partners, increasing the barrier to entry for competition
- Needs of allied functions are fulfilled to satisfaction within the desired timeline

The position will be based out of Gurgaon.

## Primary Responsibilities

- Set scalable processes and ensure College Account Managers are following them
- Helping build deep relationships resulting in partner delight and renewal
- Collate feedback with the end goal of helping to improve and launch new services for colleges
- Ensure Delivery of Employability services to partners like
  - Data Online- correct in one go
  - SMS Series
  - Assessment Tests
  - Correct mapping of infrastructure at college
  - Assigning venue at partner campus- ensure delivery
  - Assigning partners to corporate opportunities in regions
  - Execution of offline initiatives like Plant Visits, Guest Lectures and Offline events
- Strong account management with key partners through regular meetings

## Experience

- 4-7 Years experience
- Experience in Team Handling (of 4 or more people)- recruiting, training, executing, monitoring
- Evidence of having built relationships, creating processes and delivering results in previous roles

## Desired Qualifications / Traits

- Team Leader- can Inspire, motivate, resolve conflicts, build respect and discipline
- 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
- Maturity and ability to handle stress and demanding client requirements
- Self driven, persistent, action oriented and goal driven
- Is not shy of using technology - is an early adopter
- Integrity and professionalism in work

Interested candidates can apply to [careers@cocubes.com](mailto:careers@cocubes.com) with 'Application for the role of Lead - Managing Colleges' in the subject line.