

## JD for Program Associate - Study Abroad Division

### Company:

iDreamCareer.com

### Company Profile:

[iDreamCareer.com](https://www.idreamcareer.com) (iDC) is India's leading EdTech venture recognized as World's top 200 Edtech companies by ASUGSV Summit 2020 & the top 100 EdTech companies in South Asia by Holon IQ 2020. It works with high school & undergrad college students via its full-stack career & college guidance product that includes 1047 hours of content on careers, colleges, exams, scholarships, reliable & validated psychometric assessment tools & personalised counseling. Its current reach is 20 million+ students across India, Middle East. It has partnered with 14 state governments, 150+ private schools including the 3 of the top 10 ranked schools in India & works extensively as a technical partner of UNICEF, India, and most recently with CBSE for 25,000 schools & 6.5 million students.

### Job Level:

Mid - Level Executive

### Location:

Delhi (work from home during COVID-19)

### Job Description:

- You shall be working in the Study Abroad vertical of iDreamCareer
- Your primary task will be to handle calls from customers or clients to apprise them about iDreamCareer Study Abroad division products/services
- Manage 10-20 leads per day who visit iDreamCareer website and schedule their sessions with our team and follow up post the session for they availing our services
- Make outbound calls and help the customer understand what iDC does and how a suitable career guidance program would help them
- Strategise, and smoothen the process liasoning with the operations team wherever needed
- Make the vertical grow exponentially by working with the team and devising new methods and strategies for improved functioning and better sales

### Eligibility Requirement:

- Minimum 2 years experience in selling products/services on the telephone is a must
- Knowledge of the overseas market and admission process shall be preferred
- Minimum educational qualification - Graduate
- Age not more than 30 years
- Good communication and analytical skills
- Excellent flair for an online telesales role
- Good interpersonal skills