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OFFER LETTER

23-02-2022

Dear **Lavina Anil Waghalekar**,

This letter is to offer you a position of **Business Operations Intern[BOI]** (Full Time) with the Company. You will work remote (Work from home) & report to the Team Leader Operations. Based on your capabilities and accomplishments, I believe that your talents will not only benefit Company name but also that our mutual relationship will assist you in reaching your personal and professional goals.

Your detailed Stipend plan will be given to you at the time of joining. Your compensation will be **Rs 5,000/-** (fixed) plus incentives (Performance based) per month.

Upon joining, you will be required to serve a minimum period of 4 weeks from the date of joining. Please get the print out of the required documents.

Copy of PAN Card.

Copy of Aadhar Card.

Two passport-sized photographs.

Educational documents: 10th & 12th Marksheets.(Copy).

About Us:

The Climber is an education technology startup incubated at NSRCEL, IIM Bangalore aimed at helping students discover and pursue their passions.

Our main product is MyCaptain, which is an online mentoring platform where young achievers guide and mentor young students in their passions. MyCaptain is a United Nations SDSN recognized program for working towards the UN Goal of Quality Education for all.

Over 100,000+ students from across the country have been mentored on the MyCaptain online platform to date.

Job Role: Business Operations Intern

1. Recruitment and Training of Campus Ambassadors from Universities across the country. Our Campus Ambassadorships are the largest in India, with a presence in more than 800 plus Colleges. To make sure MyCaptain expands into more and more Colleges / Schools, you are supposed to recruit, train and build the Campus Ambassadors to spread MyCaptain's Passion Revolution!
2. Partnering with Universities / Colleges and Schools to drive MyCaptain programs. We also partner with Colleges and Schools for Offline and Online learning experiences. We conduct Events, boot camps, competitions and build tons, for brilliant learning experiences. You will play a pivotal role in organizing, conducting and managing such partnerships and collaborations.
3. Effective follow up with inbound and outbound lead calls , making presentations of prospects and closing the sales .
4. Market Research. - Market research is an essential part of your recruiting and training Campus Ambassadors from Universities across the Country. This is where you understand what the Students of that city are passionate about, and how to fill the gap between the jobs they are looking for and the skills that they need for the same.
5. Leading Expansions in New Markets. Expanding into newer Colleges / Universities / Schools to achieve deeper Market penetration in specific cities. This is done by conducting Market research, recruiting and training campus ambassadors, and helping Market MyCaptain in those cities/colleges.
6. Continuous improvement on conversion rates by fine-tuning of sales pitches, cross-selling, upselling, and understanding prospect - product fit.
7. Other job roles as per the requirement of the company.

Date of Joining: 28th February 2022

Hours of Work

A working day will comprise 4 hours which is exclusive of any break. Your working hours will be flexible from Monday to Saturday.

Remuneration Offered

Stipend Rs.5,000/-(Fixed) + Incentives (Performance Based)

(Please note – In case during the internship period the candidate decides to quit, our organization will not be liable to pay the above-mentioned stipend to the candidate and it is mandatory for each of the recruited candidates to complete his / her internship duration to be eligible to qualify for permanent placement and confirmation of internship completion documents. Any impediment during the Internship duration or if the candidate decides to quit, the respective institution/college will be solely responsible and the losses should be borne by them)

We hope you have a great learning experience with us and grow in the process of this role. Thank you.



Anush Ramachandran
HR Manager.
Climber Knowledge & Careers Pvt Ltd

I hereby accept the aforesaid position and terms and conditions of employment set forth above.

Signed : 

Name: Lavina Waghalekar

Date: 24/02/2022

