



# NOTICE: TRAINING PLACEMENT & ALUMNI CELL

Ref: GITM / T&P / 2025-26/196

Date: 20 June 2026

## Sub: Campus by Hike Education

Attn: BTech (all Branches) & MBA & UG – 2026 Batch

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| <b>About The Company</b>          | Hike Education is one of the leading Ed-Tech companies working in association with top B- schools providing support and assistance to the working professionals offering courses by the associated Universities. The aim is to bridge the gap between aspiring professionals and B- schools to help them pursue higher education and level up their career paths.<br><a href="http://www.hikeeducation.com">www.hikeeducation.com</a>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                          |
| <b>Designation</b>                | <b>Business Development Manager / Executive</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                          |
| <b>Location</b>                   | Gurugram , Mumbai, Hyderabad, Jaipur                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                          |
| <b>Salary</b>                     | <b>Gurugram , Mumbai, Hyderabad</b><br><br><b>MBA – Rs 7.62 LPA</b><br><b>BTech – Rs. 7.02 LPA</b><br><b>UG – Rs. 6.66 LPA</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <b>Jaipur</b><br><br><b>MBA – Rs 7.02 LPA</b><br><b>BTech – Rs. 6.42 LPA</b><br><b>UG – Rs. 6.18 LPA</b> |
| <b>Working Days</b>               | Monday to Saturday Office Timings - 10:00 AM to 7:00 PM                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                          |
| <b>Key Responsibilities Area</b>  | <ul style="list-style-type: none"> <li>• <b>Sales Conversion:</b><br/>By connecting each day with a minimum of 100 working professionals - our primary target audience, from the database / leads present on the CRM software, you are expected to create a pool of genuine prospects.</li> <li>• <b>Counselling &amp; Guidance:</b><br/>Provide detailed information about the online education programs, including curriculum, benefits, and career outcomes, ensuring prospective students make informed decisions.</li> <li>• <b>Target Achievement:</b><br/>Consistently meet or exceed daily/weekly/monthly sales targets and KPIs (Key Performance Indicators), including connected calls, talk time, and admissions. As observed, this is an 'End-to-End Sales' role wherein you initiate conversations through cold-calling activity and eventually lead them toward final closures. Make a minimum calls per day (as per the policy) to potential leads/ students/clients from the provided database to ensure a steady pipeline and meet performance expectations.</li> <li>• <b>Sales Strategy Execution:</b><br/>Implement sales techniques to maximize lead conversion rates, including effective cold calling, objection handling, and rapport building. Moreover, providing prospective customers with a detailed information about the programs being offered, through telephonic / video - counselling or an in - person meeting, further helps in creating a strong pipeline for the days ahead.</li> </ul> |                                                                                                          |
| <b>Process</b>                    | <ul style="list-style-type: none"> <li>• Pre-placement Discussion</li> <li>• GD(Group Discussion)</li> <li>• Impromptu Round</li> <li>• PI (Individual Interview)</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                          |
| <b>Date &amp; Venue of Campus</b> | <b>22 June 2026, 10:30 am</b><br><b>Mini Audi -1 GITM</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                          |
| <b>Note</b>                       | Students are advised to report in formal dress and carry their 2 photocopies of Updated Resume and college ID during the selection process.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                          |

**CC to:**

Hon'ble Chairman Sir, for kind information

Director – Coordination & Planning

Director-GITM Principal GIHS

Director-Administration

HOD CS IT EC EE ME CE BT MBA

Notice Board

**TPO-GGI**