



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2024/ 997

17th May 2024

Sub. Summer Internship and Placement opportunity for UG and PG students of GGSIP University of the batch passing out in year 2024 and 2025 in the company “TalentServe”.

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Summer Internship and Placement opportunity for UG and PG students of GGSIP University of the batch passing out in year 2024 and 2025 in the company “TalentServe” for your reference and circulation to students to apply on given link by **19th May 2024**.

Summer Internship Registration Link – <https://forms.gle/fei8cqMARBAe6L5D9> (For 2025 batch)

Placement Process Registration Link – <https://forms.gle/sEwSd8E4shYYDftJ6> (For 2024 batch)

Name of Company – TalentServe

Internship Details

Positions Available for the Internship:

- Campus Ambassador/Brand Promotor
- Marketing / Business Development
- Community Manager
- Product Manager/ Program Manager
- Strategy Manager
- Digital Marketing/ Social Media Marketing (Should be skilled in content creation)
- Market Analyst/Business Analyst/ Data Analyst
- Human Resource (HR)
- Growth Manager & Partnership
- Investment Analyst/ Finance

Eligibility: UG and PG students are encouraged to apply for the positions. Relevant skills would be given weightage.

Internship Mode: Offline /Hybrid/ Remote

Internship Duration: 2- 6 Months (Internship with Pre-Placement Offer)

Placement Details

Roles offered –

1. Sales, Marketing & Business Development- Direct Sales
2. Investment Analyst
3. Human Resource /Training & Operations- Talent Acquisition & Talent Management (Bulk Hiring)
4. Graduate Engineer Trainee

Please refer tables below and JDs attached for more information.

LAST DATE FOR REGISTRATION IS **19th May 2024.**



(Dr. Nisha Singh)

Training and Placement Officer
CCGPC, GGS IP University

Summer Internship Job Role Technical/Management – 2024

S. No	Role	SIP Positions	Duration	Eligibility	Total Stipend (Fixed + Variable)
1	Management	Sales ,Marketing & Business Development	2-3 Months	All, UG, PG, Engg and B-School	50 K (Fixed 30 K+ Variable 20K)
2	Management	Campus Manager /Community Manager	2-3 Months	All, UG, PG, Engg and B-School	50K (Fixed 30 K+ Variable 20K)
3	Management	Strategy Manager & Operations	2-3 Months	All, UG, PG, Engg and B-School	Performance Based Pay Upto 30K
4	Management	Digital Media Manager/Social Media Manager	2-3 Months	All, UG, PG, Engg and B-School	Performance Based Pay Upto 30K
5	Management	Human Resource	2-3 Months	All, UG, PG, Engg and B-School	Performance Based Pay Upto 30K
6	Management	Growth Manager	2-3 Months	All, UG, PG, Engg and B-School	Performance Based Pay Upto 30K
7	Management	Business Analyst/Market Analyst	2-3 Months	All, UG, PG, Engg and B-School	Performance Based Pay Upto 30K
8	Management	Finance /Crowdfunfing/Social Work	2-3 Months	All, UG, PG, Engg and B-School	Performance Based Pay Upto 30K
9	Technical	AI/ML Engineer	2-3 Months	Only CSE/IT	Performance Based Pay Upto 30K
10	Technical	Full Stack Engineer-Web/App	2-3 Months	Only CSE/IT	Performance Based Pay Upto 30K
11	TechnoManagement	Data Scientist/Analyst	2-3 Months	Only CSE/IT	Performance Based Pay Upto 30K
12	TechnoManagement	Product Manager	2-3 Months	All, UG, PG, Engg and B-School	Performance Based Pay Upto 30K

Selection Process

Resume Shortlist, Aptitude Test, Critical Thinking & Logical Reasoning

Official Working Hours – Full Time Internship 8 Hours

Additional Responsibilities –

Brand Awareness/Social Media Awareness, Take Video Interview, Market Research, Client Interaction, Product Understanding from Client Acquisition to closing the deal, Be a Part of CSR Initiatives/NGO/ Crowdfunding Work Once during Internship etc

Job Location –

Hybrid/ Offline/ Remote

CAMPUS HIRING ROLES – FINAL PLACEMENTS

Job Role	Management Trainee		Graduate Engineer Trainee
Role (Decided After Completion of 3 Months) Student Can Choose Preference	Human Resource / Finance & Operation (Role Will be Decided Post Completion of 3 Months of Training Cum OJT)	Sales , Marketing & Operation (Role Will be Decided Post Completion of 3 Months of Training Cum OJT)	Full Stack Engineer (Internship + PPO)
Eligibility	Any MBA/PGDM / Master/ /Btech (Except CSE/IT) or UG/BBA	Any MBA/PGDM / Master/ /Btech (Except CSE/IT) or UG/BBA	BTECH - CSE/IT 6
Total CTC (Fixed + Variable)	5.5 Lacs	10.5 Lacs	6.0 Lacs
Minimum Fixed CTC	4.0 Lacs	6.5 Lacs	3.5 Lacs
Maximum Fixed CTC	5.0 Lacs	7.5 Lacs	5.5 Lacs
CGPA	50% +		6.0+
Job Location	Remote till 6 Months		Remote till 6 Months
Selection Process	Resume Shortlist, Aptitude Test, Critical Thinking & Logical Reasoning, Case Submission, Group Discussion or/ AI Based Video Based Round		Resume Shortlist, Aptitude Test, Critical Thinking & Logical Reasoning, Case Submission, Group Discussion or/ AI Based Video Based Round
Some Common Roles & Responsibilities Across ALL Department for Tech & Non Tech for Trainee Role	Brand Awareness/Social Media Awareness, Take Video Interview, Market Research, Client Interaction, Product Understanding from Client Acquisition to closing the deal, Be a Part of CSR Initiatives/NGO/ Crowdfunding Work Once in a Quarter etc		Brand Awareness/Social Media Awareness, Take Video Interview, Market Research, Client Interaction, Product Understanding from Client Acquisition to closing the deal, Be a Part of CSR Initiatives/NGO/ Crowdfunding Work Once in a Quarter etc
Post Selection	3- 6 Months Training cum OJT Wherein Student will be required to work on the KRA/KPI and Goals Assigned to them, Mostly remote & Hybrid Work		6 Months Strict Project Based Work, Student need to Think & Make Project either on web

		based or app based as per new programming technical languages. Apart from that give a contribution to other role in mangement profile
ClassRoom Training Period	1- 2 Week	Should have the knowledge of Programming Language
Joining & Working Hours	<p>Situation 1. Joining Immediate , Work Hours 8 Hours Working , College Need to share NOC</p> <p>Situation 2 - Joining Immediate, Work Hours as per availability of trainer in EVNG SLOT post completion of College Classes. Stipend will be on Prorata Basis</p>	Joining Immediate
Stipend during OJT/	<p>1. Post Training (1st -3rd Month) 25K Each Month (15K Fixed +10K Variable)</p> <p>2. 4th , 5th ,6th Month 30K Each Month (20K Fixed + 10K Variable)</p>	<p>1.Would be paid performance based 30K depending on completeion of entire project as well as other management work involvement in company</p> <p>2.Internship Completion Certificate</p> <p>3.Letter of Recommendation</p> <p>4.If converted to PPO CTC starts as per mentioned</p>

TalentServe is an EdTech Start Up transforming towards the future of Education/Learning building next generation products. creating opportunities for individuals with a next-generation tech-enabled platform. An Alumni of IIT/IIM / Symbiosis.

For more Details www.talentserve.org

- Be part of a team that is enthusiastic and passionate about Education Sector
- Roles with good growth opportunities

Internship Details

Positions Available for the Internship:

- **Campus Ambassador/Brand Promotor**
- **Marketing / Business Development**
- **Community Manager**
- **Product Manager/ Program Manager**
- **Strategy Manager**
- **Digital Marketing/ Social Media Marketing (Should be skilled in content creation)**
- **Market Analyst/Business Analyst/ Data Analyst**
- **Human Resource (HR)**
- **Growth Manager & Partnership**
- **Investment Analyst/ Finance**

Eligibility: UG and PG students are encouraged to apply for the positions. Relevant skills would be given weightage.

Stipend: Mentioned IN EXCEL SHEET FOR All Roles

Internship Mode: Offline /Hybrid/ Remote

Internship Duration: 2- 6 Months (**Internship with Pre-Placement Offer**)

Incentives:

1. Certificate on successful completion of objectives.
2. Performance based stipend for most hard working interns.
3. Full-time job offer available if the performance is up to mark.
4. Flexible work hours.
5. Free TalentServe Courses & Workshops.
6. Extremely good working and learning environment.
7. Opportunities to develop marketing and communication skills
8. Sponsored goodies, Coffee with CEO, Personal mentorship, workshop vouchers and VIP passes for satisfactory performers

There are many more perks. Details would be sent to the selected candidates.

Note: Students would be continuously evaluated during the internship and based on the performance final offer would be floated.

Responsibilities

Reach out to potential customers in the Education sector, such as education institutions, training centres, etc. You will have full control of the entire sales cycle from lead generation to closing the deal.

- **Sales /Marketing/Business Development** - Work towards sales / Business Development, Client Acquisition, Revenue Generation, Sales, etc. take care of marketing strategies, client handling, team handling, KRA allocation, competitor analysis, P/L, GTM process. Closely working with stakeholders of the company.
- **Campus Manager /Community Manager**- Should be able to research, implement new product development or enhancement of completely new or existing Products, Including the Revenue and the GTM strategy, Content Creator/ Course Creator – **Should work closely on the new aspects of creating the course which can benefit the target audience**
- **Product Manager/ Program Manager** - (New Product Development)- Should be able to research, implement new product development or enhancement of completely new or existing Products, Including the Revenue and the GTM strategy, Content Creator/ Course Creator – **Should work closely on the new aspects of creating the course which can benefit the target audience**
- **Strategy Manager** - Ensure the GTM Strategy for Products, should be active to meet and analyze the best for the project. Strategize multiple department thing.
- **Social Media Manager** – Research, Analyze and Strategize multiple social media activities, across social media platforms.
- **Human Resource**- Campus Hiring & Lateral Hiring-, Mentor Hiring, Instructor Hiring. strategize the Campus / Lateral hiring and END to END HR activities within the organization, Performance Evaluation.
- **Market Research** – Research on new Market opportunities in PAN INDIA, Globally
- **Growth Manager & Partnership** - identify the potential client and create the partnership and growth opportunities
- **Finance** (Raising Funds, CSR, Crowdfunding, Financial Modelling, Valuation, VC, Private Equity, connecting to investors, presentation, etc.)

Requirements:

- Very polished and good communication skills. Knowledge of respective local language will be preferred
- Street-smart attitude, highly motivated candidate
- Strong ownership attitude & should be able to take responsibility or the role Loves numbers, targets KRAs, Go Getter Attitude
- Strong networker & relationship builder, with good and tactful negotiation skills.
- Passionate about education
- Strong attention to detail and qualitative deliver work
- Should be aware of start-ups culture, think outside box

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CTC - As per the Discussion with Campus

Category – Management Trainee-Growth Manager

Role- Sales, Marketing & Business Development- Direct Sales

- Be part of a team that is enthusiastic and passionate about Education Sector
- Who is willing for fast paced growth career and position
- Who is willing to teach, mentor and create an Impact in Education
- Prepare Educational Content Audio/Video, Brand Awareness/Social Media Awareness, Creative Writing, Take Video Interview, Market Research, Client Interaction, Product Understanding from Client Acquisition to closing the deal, Be a Part of CSR Initiatives/NGO/ Crowdfunding Work Once in a Month/Quarter etc.

Responsibilities -

Reach out to potential customers in the Education sector, such as education institutions, training centres, etc. You will have to take full control of the entire sales cycle from lead generation to closing the deal.

- Manage client discovery and establish first connect
- Providing sound advice to potential and existing customers
- Working with both internal and external stakeholders to ensure customer satisfaction
- Coordinating pre-sales and post-sales follow up.
- Achieving and exceeding KPIs set by the Manager.
- Monitoring market trends and providing regular competitor feedback.
- Established strategic alliances / tie-ups with financially strong & reliable channel affiliates, resulting in enhanced business
- Monitored channel sales, marketing & operational activities; implemented strategies to maximize channel sales & collections as well as smooth operations
- Lead, mentor & motivate the team to ensure effective & efficient sales & operations to achieve desired business

- Conduct weekly performance review meeting of sales and operations team.
- Needs to work on Campaign for Marketing for Online and Offline.
- Gathering feedback and translating them back to the team.
- Experience within Start-up Experience would be an added advantage.
- Strong experience within consultative sales and possess the ability to prospect and manage senior level relationships.
- Have a Working Exposure of Sales, Business Development, Marketing Online/Offline would be an added advantage
- Strategic Leader, Performer, Achiever
- Brand Awareness/Social Media Awareness, Take Video Interview, Market Research, Client Interaction, Product Understanding from Client Acquisition to closing the deal, Be a Part of CSR Initiatives/NGO/ Crowdfunding Work Once in a Month/Quarter etc

Requirements:

- Very polished and good communication skills. Knowledge of local or Area language will be preferred.
- Street-smart attitude, highly motivated candidate.
- Strong ownership attitude. You should be able to take responsibility for the role.
- Loves Sales & numbers, targets KRAs, Go Getter Attitude, Strong networker & relationship builder, with good and tactful negotiation skills.
- Passionate about education.
- strong attention to detail and deliver work that is of a high standard
- Should be aware of start-ups culture, think outside box,
- Should hold a good track record of previous work or assignments taken
- Should be actively branding on social media
- Should have a knack of entrepreneurship, hustle and find your own way kind of approach

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Role- Investment Analyst

- Be part of a team that is enthusiastic and passionate about Education Sector

Responsibilities -

- Reach out to potential HNI , Individual Investors. You will have full control of the entire financial cycle from pitching potential investor to the closing of the deal.
- Work with CSR Initiatives team to Raise the Crowdfunding as well as Fundraising activity from common people for Social Work
- Direct investment activities,
- Good network with VC, Investors, Corporate Finance etc
- Develop plans for the long-term financial goals of their organization.
- Should be aware of multiple funding channels, Raising funds for the company
- Managing and coordinating monthly reporting, budgeting and forecast processes.

Requirements:

- Very polished and good communication skills. Knowledge of local or Area language will be preferred.
- Street-smart attitude, highly motivated candidate.
- Strong ownership attitude. You should be able to take responsibility for the role.
- Loves to raise funds via multiple channels & numbers, targets KRAs, Go Getter Attitude.
- Strong networker & relationship builder, with good and tactful negotiation skills.
- Passionate about education.
- strong attention to detail and deliver work that is of a high standard
- Should be aware of start-ups culture, think outside box,
- Should hold a good track record of previous work or assignments taken

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Role- Graduate Engineer Trainee

- Be part of a team that is enthusiastic and passionate about Education Sector

Role Overview: We are seeking a talented Full Stack Engineer to join our dynamic team. As a Full Stack Engineer, you will play a pivotal role in the development and enhancement of our platform. You'll have the opportunity to work on both front-end and back-end technologies, contributing to the architecture, design, and implementation of robust, scalable, and high-performance applications. Prepare Educational Content, Brand Awareness/Social Media Awareness, Take Video Interview, Market Research, Client Interaction, Product Understanding from Client Acquisition to closing the deal, Be a Part of CSR Initiatives/NGO/ Crowdfunding Work Once in a Month/Quarter etc.

Responsibilities:

- Collaborate with cross-functional teams to understand product requirements and translate them into technical solutions.
- Design, develop, test, and maintain scalable web applications using modern technologies and best practices.
- Build and maintain reusable code and libraries for future use.
- Implement responsive user interfaces that provide an exceptional user experience across devices.
- Optimize applications for maximum speed, scalability, and performance.
- Conduct code reviews, identify areas for improvement, and provide constructive feedback.
- Troubleshoot and debug issues to ensure seamless application functionality.
- Stay updated with emerging technologies and propose integration of new tools and frameworks to enhance development processes.

Requirements:

- Bachelor's or Master's degree in Computer Science, Engineering, or related field.
- years of professional experience as a Full Stack Engineer or similar role.
- Proficiency in front-end technologies such as HTML, CSS, JavaScript (React, Angular, or Vue.js).
- Strong back-end development skills with expertise in languages like Python, Node.js, or Java.
- Experience with databases (SQL and/or NoSQL) and ORM frameworks.
- Familiarity with cloud technologies (AWS, Azure, or GCP) and containerization (Docker, Kubernetes).
- Ability to work in an agile environment and collaborate effectively with team members.
- Excellent problem-solving skills and a proactive attitude towards learning and adapting to new technologies.

Bonus Skills:

- Knowledge of DevOps practices for CI/CD pipelines.
- Experience with mobile app development (iOS/Android).
- Understanding of cybersecurity principles in web application development.
- Be a Teacher/Mentor/ Coach to Students & Junior

Perks and Benefits:

- Competitive salary and ESOP Pool options.
- Health insurance, retirement plans, and other benefits.
- Flexible work hours and remote work options.
- Opportunities for professional growth and skill development.
- A dynamic and collaborative work environment with passionate individuals.

How to Apply: If you're excited about the opportunity to contribute to a fast-paced startup environment and possess the skills and enthusiasm we're looking for, please submit your resume and a cover letter detailing your relevant experience and why you'd be a great fit for TalentServe

TalentServe is an innovative EdTech startup focused on empowering the next generation, GenZ, with cutting-edge education solutions. We believe in harnessing technology to create engaging and personalized learning experiences. As we embark on our mission to redefine education, we are seeking a dynamic HR Specialist to join our team and play a pivotal role in shaping the future of education for GenZ.

For more Details www.talentserve.org

Role- Human Resource /Training & Operations- Talent Acquisition & Talent Management (Bulk Hiring)

- Be part of a team that is enthusiastic and passionate about Education Sector
- Who is willing for fast paced growth career and position
- Who is willing to teach, mentor and create an Impact in Education
- Prepare Educational Content Audio/Video, Brand Awareness/Social Media Awareness, Creative Writing, Take Video Interview, Market Research, Client Interaction, Product Understanding from Client Acquisition to closing the deal, Be a Part of CSR Initiatives/NGO/ Crowdfunding Work Once in a Month/Quarter etc.

Responsibilities -

Reach out to potential customers in the Education sector, such as education institutions, training centres, etc. You will have full control of the entire HR & L & D cycle to closing the deal.

Campus Hiring -

- Involves recruiting fresh graduates in the form of Intern/Trainees / Management or Graduate Trainee directly from educational institutions.
- Aims to identify and attract young talent to meet the organization's future needs.
- Provide them with a Holistic Training & evaluate their performance

Learning & Development / Training

- Focuses on enhancing employees' skills and knowledge.
- Design & Develops Training programs, workshops, and courses to foster continuous learning.

Performance Evaluation

- Set clear goals for Campus Hires and Assess employees' job performance against set goals and expectations.
- Helps in identifying areas for improvement and recognizing achievements.

Quizzes & Competition

- Plan Quiz & Competitions in Campuses, Engaging and fun ways to promote learning and friendly competition among employees.
- Can be used for team-building or to reinforce specific training concepts.

CSR Initiatives, NGO & Crowdfunding Activities

- Corporate Social Responsibility activities contribute to social and environmental causes.
- Enhances the company's reputation and demonstrates a commitment to social responsibility.
- Plan the crowdfunding activities for Campus Recruits and utilize end-to-end activities
- Engaging with non-governmental organizations for philanthropic and community initiatives.
- Enhances the company's social impact and fosters a sense of purpose.

Mentor Hiring

- Involves recruiting experienced professionals to guide and mentor less experienced employees.
- Facilitates knowledge transfer and career development.

Podcast

- Identifying Some Senior Industry Experts for Podcast and be the host
- Utilizing podcasts as a medium for internal communication, training, or sharing industry insights.
- Offers a flexible and accessible way for employees to stay informed.

Employer Branding

- Building and promoting a positive image of the company as an employer.
- Attracts top talent and retains current employees.

Lateral Hiring

- Recruiting individuals with specific skills or experience from other companies.
- Fills skill gaps and brings fresh perspectives to the organization.

Attrition & Exit Process

- Managing employee turnover by understanding and addressing the reasons for departure.
- Helps in improving retention strategies and maintaining a positive work environment.

As a Recruiter, You Will

- Build relationships & Partner with Multiple College, Campus, University, for Hiring Purpose
- Participate in job fairs & hiring events
- Process the engagement with multiple competition, Events, Internship and eventually Full Time Hiring Role
- Conduct & request tests needed for hiring
- Assign the KRA/KPI and Targets for Interns and Team Member and
- Achieving and exceeding Hiring Target set by the Manager.
- Ensure orientation and the on-boarding process runs smoothly
- Established strategic alliances / tie-ups with financially strong & reliable channel affiliates, resulting in enhanced business
- Monitored channel sales, marketing & operational activities; implemented strategies to maximize channel sales & collections as well as smooth operations
- Train them to be a part of entire process along with Soft Skills & Product
- Lead, mentor & motivate the team to ensure effective & efficient sales & operations to achieve desired business
- Conduct performance review meeting of hires .
- Needs to work on Campaign for Marketing for Online and Offline.
- Gathering feedback and translating them back to the team.
- Experience within Start-up Experience would be an added advantage.
- Strong experience within consultative HR and possess the ability to prospect and manage senior level relationships.
- Have a Working Exposure of HR, Sales, Business Development, Marketing Online/ Offline would be an added advantage
- Strategic Leader, Performer, Achiever

Requirements:

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- Passionate about education.
- strong attention to detail and deliver work that is of a high standard
- Should be aware of start-ups culture, think outside box,
- Should hold a good track record of previous work or assignments taken
- Should be actively branding on social media
- Should have a Knack of entrepreneurship, hustle and find your own way kind of approach
- Should have good versatile approach including extra circular activity